

Zip Code: 90065



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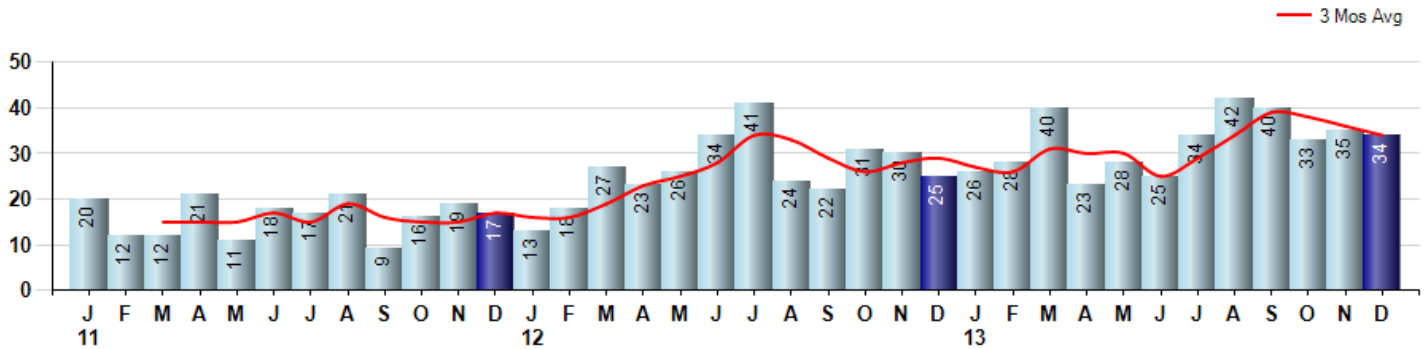
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$629,500	6%		55%				
Average List Price of all Current Listings	\$647,724	7%		41%				
December Median Sales Price	\$538,750	0%	0%	7%	31%	\$501,500	22%	22%
December Average Sales Price	\$532,050	0%	-2%	3%	24%	\$523,496	22%	22%
Total Properties Currently for Sale (Inventory)	56	-14%		-27%				
December Number of Properties Sold	34	-3%		36%			24%	
December Average Days on Market (Solds)	69	68%	68%	57%	8%	41	-35%	-36%
Asking Price per Square Foot (based on New Listings)	\$396	-13%	-6%	9%	20%	\$385	18%	17%
December Sold Price per Square Foot	\$400	-5%	-3%	12%	25%	\$380	18%	19%
December Month's Supply of Inventory	1.6	-11%	-23%	-47%	-60%	2.4	-43%	-43%
December Sale Price vs List Price Ratio	98.7%	-4.1%	-2%	-2%	-1.3%	101.7%	1.6%	1.7%

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

Property Sales

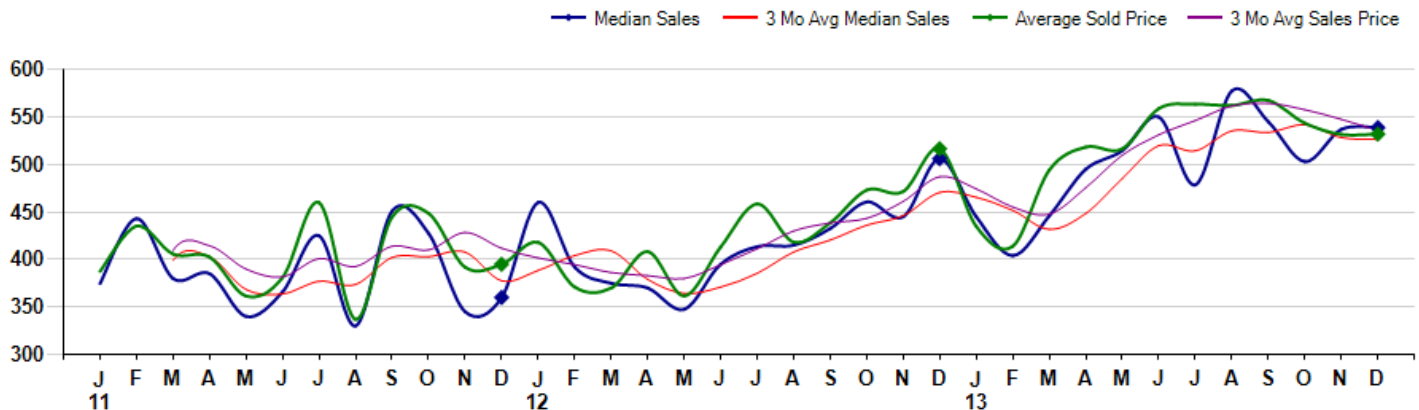
December Property sales were 34, up 36.0% from 25 in December of 2012 and -2.9% lower than the 35 sales last month. December 2013 sales were at their highest level compared to December of 2012 and 2011. December YTD sales of 388 are running 23.6% ahead of last year's year-to-date sales of 314.



Prices

The Median Sales Price in December was \$538,750, up 6.5% from \$506,000 in December of 2012 and up 0.3% from \$537,000 last month. The Average Sales Price in December was \$532,050, up 3.0% from \$516,560 in December of 2012 and up 0.1% from \$531,644 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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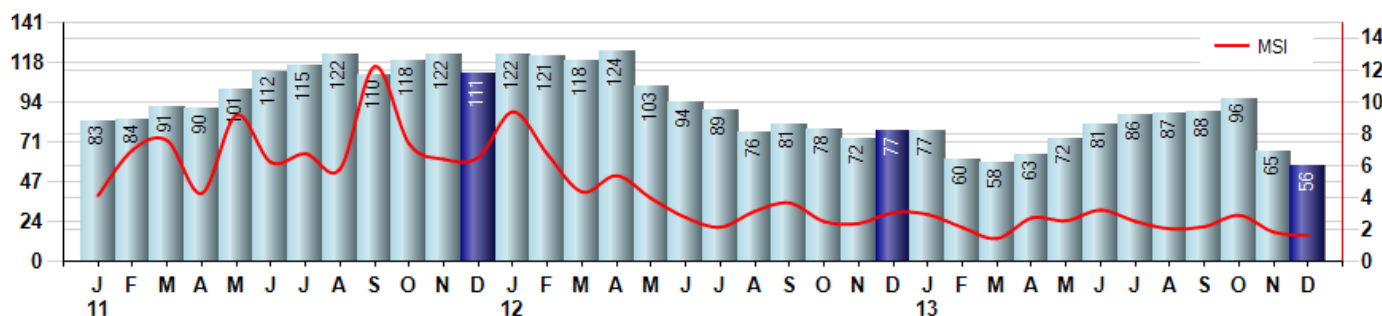
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Inventory & MSI

The Total Inventory of Properties available for sale as of December was 56, down -13.8% from 65 last month and down -27.3% from 77 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 1.6 months was at its lowest level compared with December of 2012 and 2011.

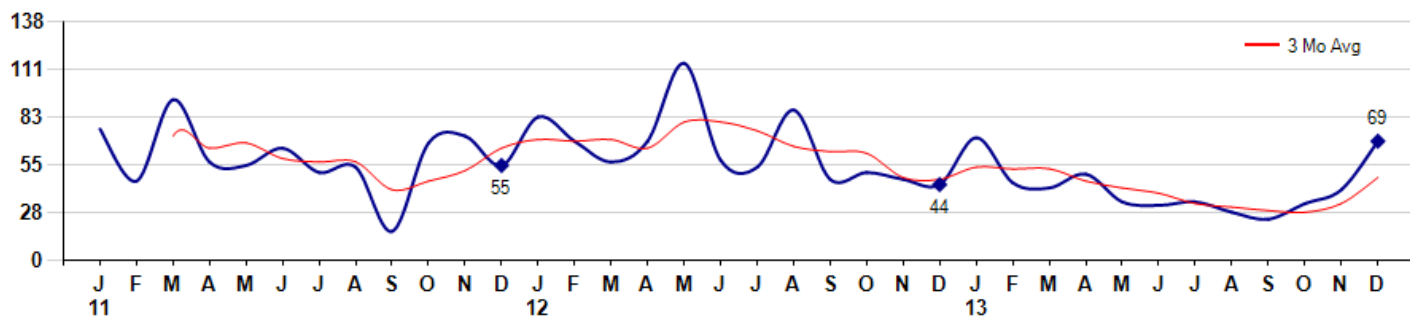
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 69, up 68.3% from 41 days last month and up 56.8% from 44 days in December of last year. The December 2013 DOM was at its highest level compared with December of 2012 and 2011.

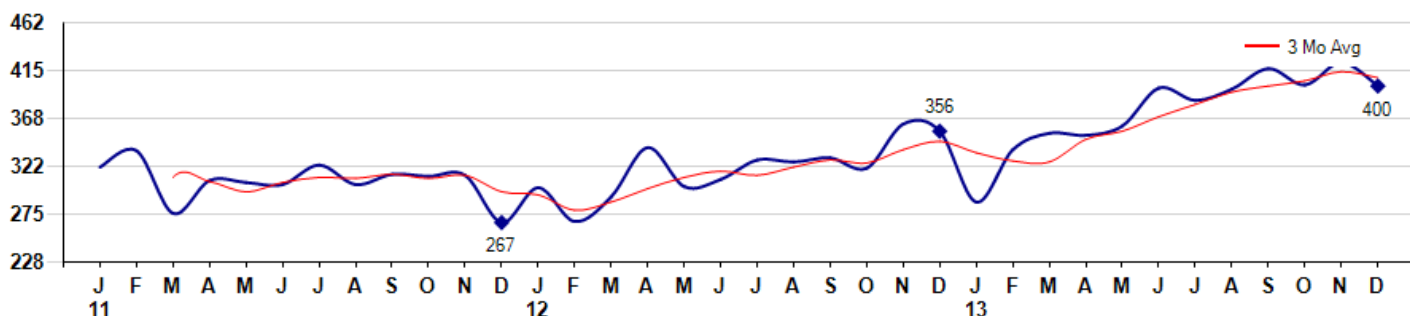
Average Days on Market(Listing to Contract) for properties sold during the month



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 \$400 was down -5.4% from \$423 last month and up 12.4% from \$356 in December of last year.

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



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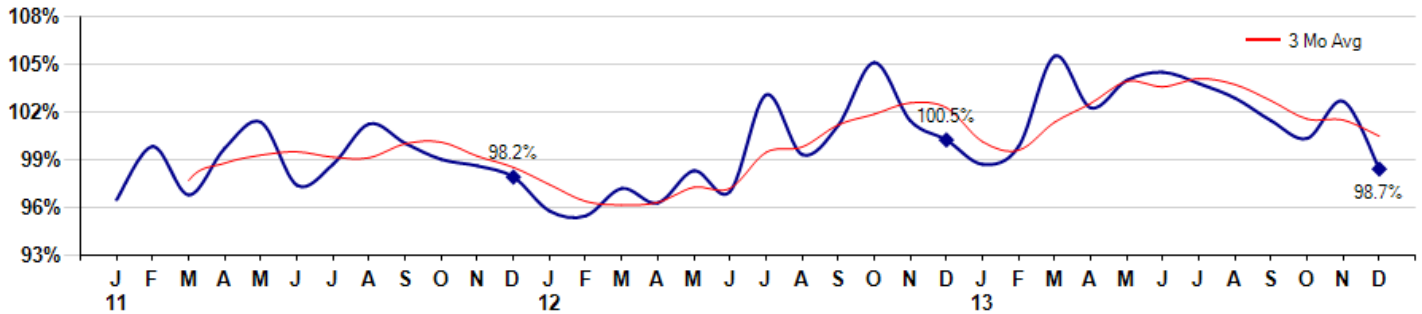


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Selling Price vs Listing Price

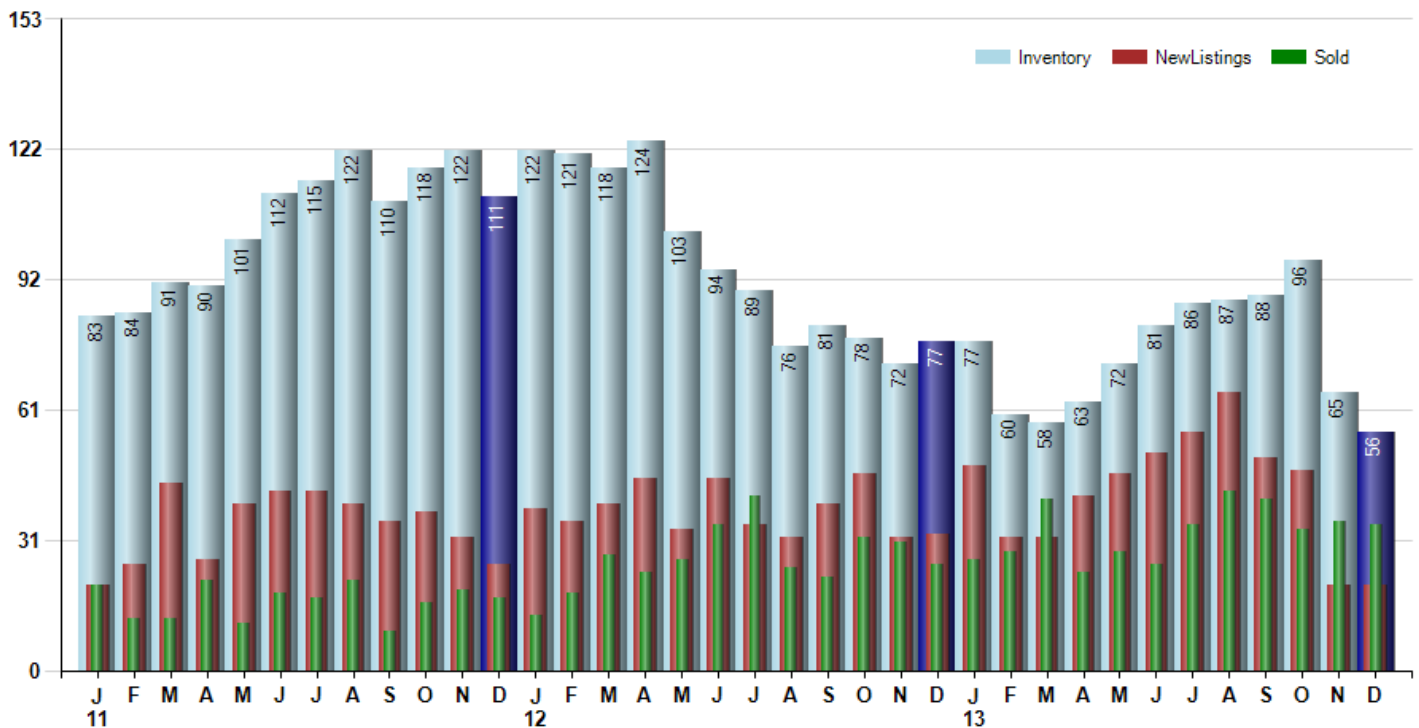
The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The December 2013 Selling Price vs List Price of 98.7% was down from 102.9% last month and down from 100.5% 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 20, equal to 20 last month and down -37.5% from 32 in December of last year.



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	20	12	12	21	11	18	17	21	9	16	19	17	13	18	27	23	26	34	41	24	22	31	30	25	26	28	40	23	28	25	34	42	40	33	35	34
3 Mo. Roll Avg			15	15	15	17	15	19	16	15	15	17	16	16	19	23	25	28	34	33	29	26	28	29	27	26	31	30	30	25	29	34	39	38	36	34

	(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	375	443	380	385	340	366	425	330	451	428	345	360	460	392	375	370	348	395	414	415	433	461	445	506	445	404	446	495	515	550	479	578	545	503	537	539
3 Mo. Roll Avg			399	403	368	364	377	374	402	403	408	378	388	404	409	379	364	371	385	408	420	436	446	471	465	452	432	448	485	520	514	535	534	542	528	526

	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	83	84	91	90	101	112	115	122	110	118	122	111	122	121	118	124	103	94	89	76	81	78	72	77	77	60	58	63	72	81	86	87	88	96	65	56
MSI	4	7	8	4	9	6	7	6	12	7	6	7	9	7	4	5	4	3	2	3	4	3	2	3	3	2	1	3	3	3	3	2	2	3	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	76	46	93	57	55	65	51	54	17	68	72	55	83	69	57	69	114	58	54	87	47	51	47	44	71	45	42	50	34	32	34	28	24	33	41	69
3 Mo. Roll Avg			72	65	68	59	57	57	41	46	52	65	70	69	70	65	80	80	75	66	63	62	48	47	54	53	53	46	42	39	33	31	29	28	33	48

	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	321	337	276	308	306	304	323	304	314	312	313	267	301	268	292	340	302	309	328	326	330	320	363	356	287	338	354	352	361	398	386	397	417	401	423	400
3 Mo. Roll Avg			311	307	297	306	311	310	314	310	313	297	294	279	287	300	311	317	313	321	328	325	338	346	335	327	326	348	356	370	382	394	400	405	414	408

	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	0.968	1.001	0.971	1.000	1.016	0.977	0.990	1.015	1.003	0.993	0.989	0.982	0.961	0.958	0.975	0.966	0.986	0.973	1.033	0.996	1.014	1.053	1.017	1.005	0.990	1.001	1.057	1.025	1.042	1.047	1.040	1.031	1.017	1.006	1.029	0.987
3 Mo. Roll Avg			0.980	0.991	0.996	0.998	0.994	0.994	1.003	1.004	0.995	0.988	0.977	0.967	0.965	0.966	0.976	0.975	0.997	1.001	1.014	1.021	1.028	1.025	1.004	0.999	1.016	1.028	1.041	1.038	1.043	1.039	1.029	1.018	1.017	1.007

	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	20	25	44	26	39	42	42	39	35	37	31	25	38	35	39	45	33	45	34	31	39	46	31	32	48	31	31	41	46	51	56	65	50	47	20	20
Inventory	83	84	91	90	101	112	115	122	110	118	122	111	122	121	118	124	103	94	89	76	81	78	72	77	77	60	58	63	72	81	86	87	88	96	65	56
Sales	20	12	12	21	11	18	17	21	9	16	19	17	13	18	27	23	26	34	41	24	22	31	30	25	26	28	40	23	28	25	34	42	40	33	35	34

	(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	387	435	406	403	361	381	460	337	445	448	392	395	418	371	370	408	362	413	458	418	438	473	472	517	435	414	494	518	516	559	563	562	567	543	532	532
3 Mo. Roll Avg			409	414	390	382	401	393	414	410	428	412	402	395	386	383	380	394	411	430	438	443	461	487	474	455	448	476	510	531	546	561	564	558	548	536

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