

Zip Code: 91006



Brettany Harrison
Sales Associate

<http://www.californiamoves.com/Brettany.Harrison>



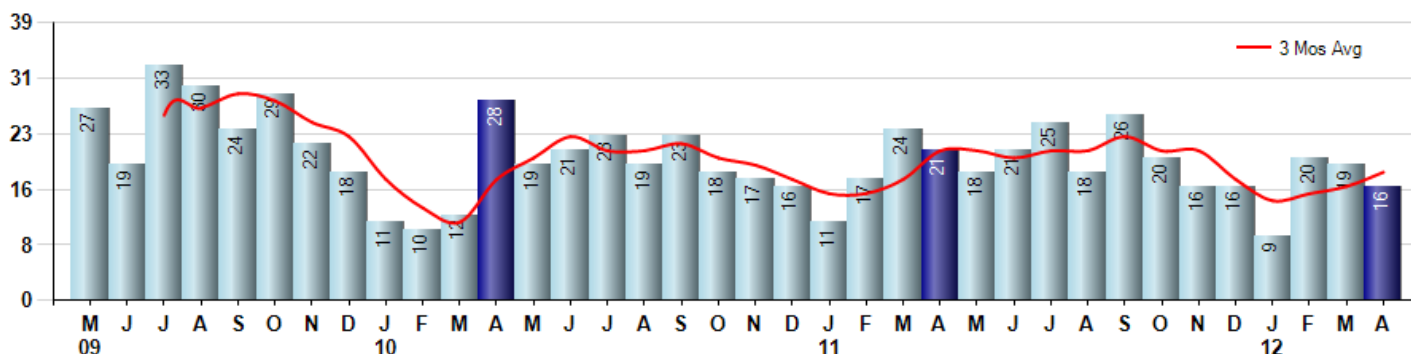
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$788,000	↔		↑				
Average List Price of all Current Listings	\$1,163,819	↔		↓				
April Median Sales Price	\$895,000	↑	↑	↑	↑	\$665,000	↓	↓
April Average Sales Price	\$1,355,568	↑	↑	↑	↑	\$951,444	↓	↓
Total Properties Currently for Sale (Inventory)	81	↑		↓				
April Number of Properties Sold	16	↓		↓		64	↓	
April Average Days on Market (Solds)	65	↓	↓	↓	↓	76	↑	↑
Asking Price per Square Foot (based on New Listings)	\$408	↑	↑	↑	↑	\$387	↓	↓
April Sold Price per Square Foot	\$426	↑	↑	↑	↑	\$369	↓	↓
April Month's Supply of Inventory	5.1	↑	↑	↑	↓	5.4	↓	↑
April Sale Price vs List Price Ratio	96.2%	↓	↑	↓	↔	95.4%	↓	↓

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

Property Sales

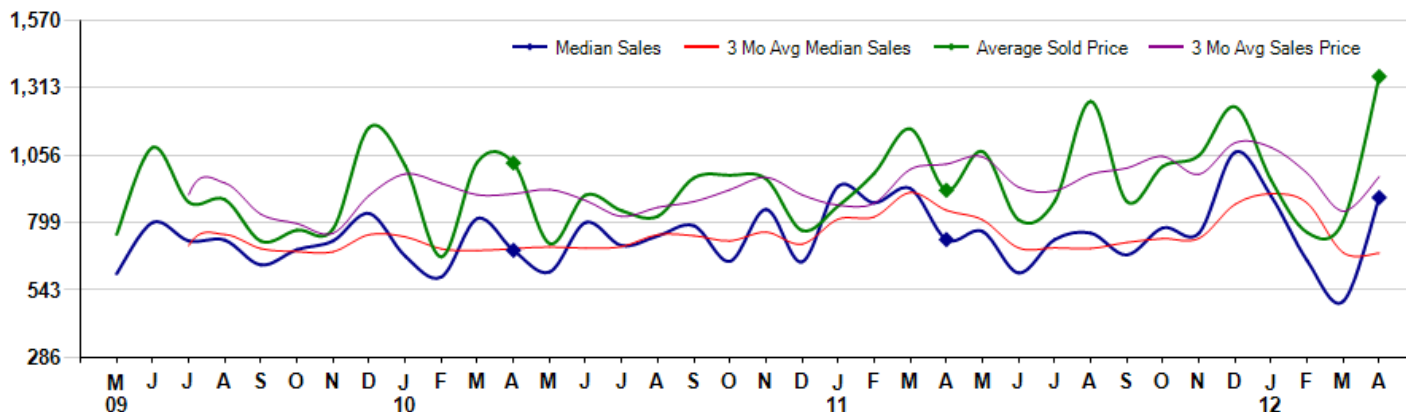
April Property sales were 16, down -23.8% from 21 in April of 2011 and -15.8% lower than the 19 sales last month. April 2012 sales were at their lowest level compared to April of 2011 and 2010. April YTD sales of 64 are running -12.3% behind last year's year-to-date sales of 73.



Prices

The Median Sales Price in April was \$895,000, up 21.8% from \$735,000 in April of 2011 and up 79.1% from \$499,800 last month. The Average Sales Price in April was \$1,355,568, up 46.9% from \$922,500 in April of 2011 and up 68.3% from \$805,595 last month. April 2012 ASP was at highest level compared to April of 2011 and 2010.

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



Based on information from California Regional Multiple Listing Service, Inc. for the period 5/1/2009 through 4/30/2012. 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.



Zip Code: 91006



Brettany Harrison
Sales Associate

<http://www.californiamoves.com/Brettany.Harrison>



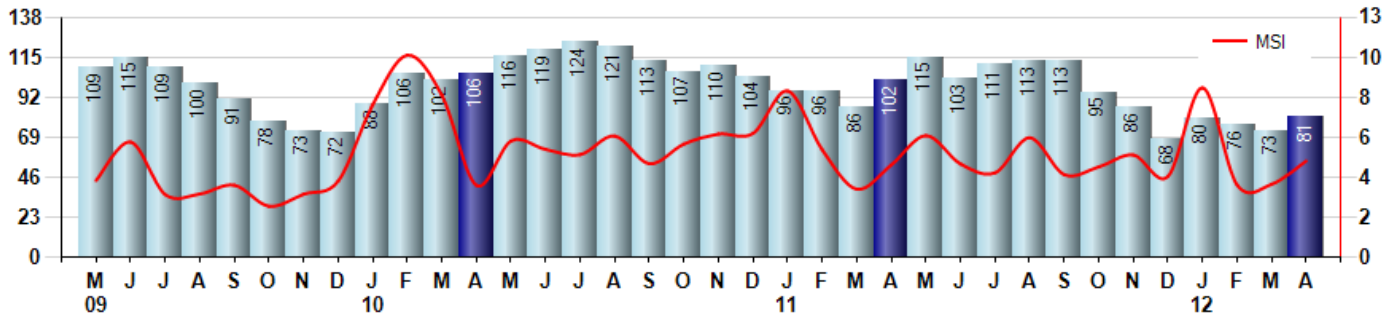
Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Inventory & MSI

The Total Inventory of Properties available for sale as of April was 81, up 11.0% from 73 last month and down -20.6% from 102 in April of last year. April 2012 Inventory was at the lowest level compared to April of 2011 and 2010.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The April 2012 MSI of 5.1 months was at its highest level compared with April of 2011 and 2010.

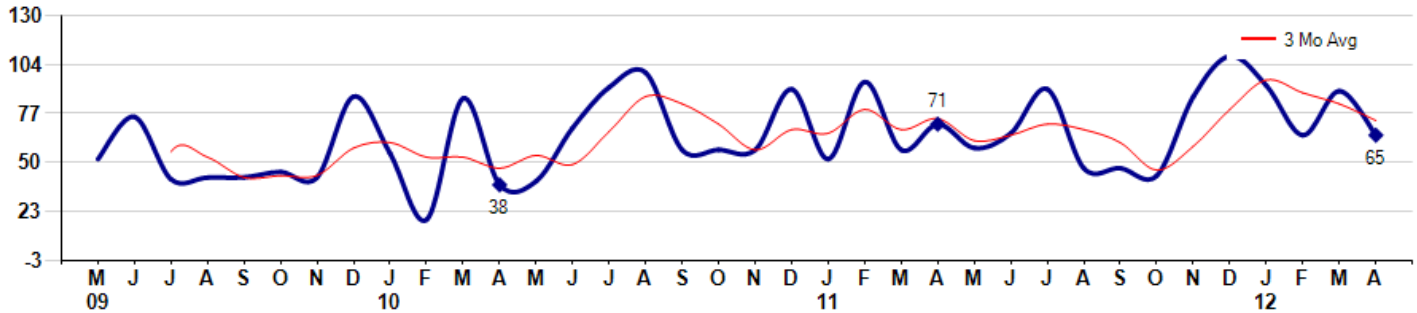
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 April was 65, down -27.0% from 89 days last month and down -8.5% from 71 days in April of last year. The April 2012 DOM was at a mid range compared with April of 2011 and 2010.

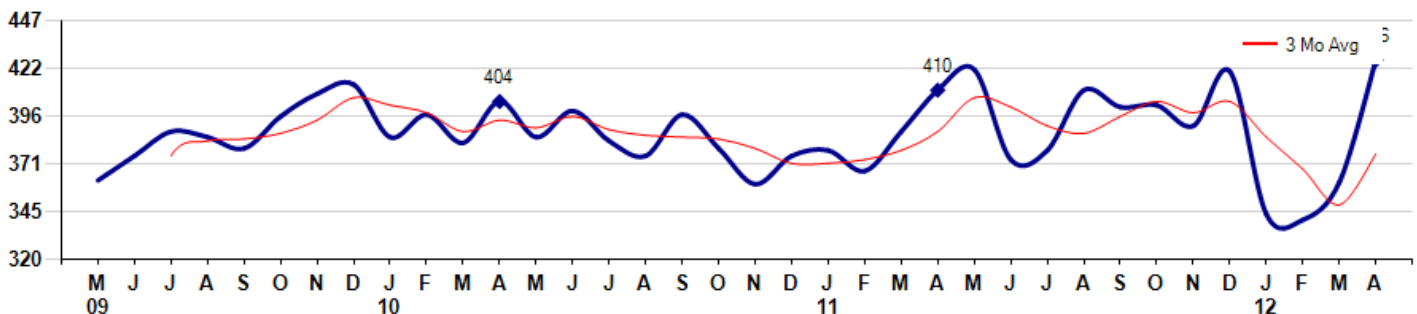
Average Days on Market (Listing to Contract) for properties sold during the month



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 April 2012 Selling Price per Square Foot of \$426 was up 18.0% from \$361 last month and up 3.9% from \$410 in April of last year.

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



Based on information from California Regional Multiple Listing Service, Inc. for the period 5/1/2009 through 4/30/2012. 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.



Zip Code: 91006



Brettany Harrison
Sales Associate

<http://www.californiamoves.com/Brettany.Harrison>

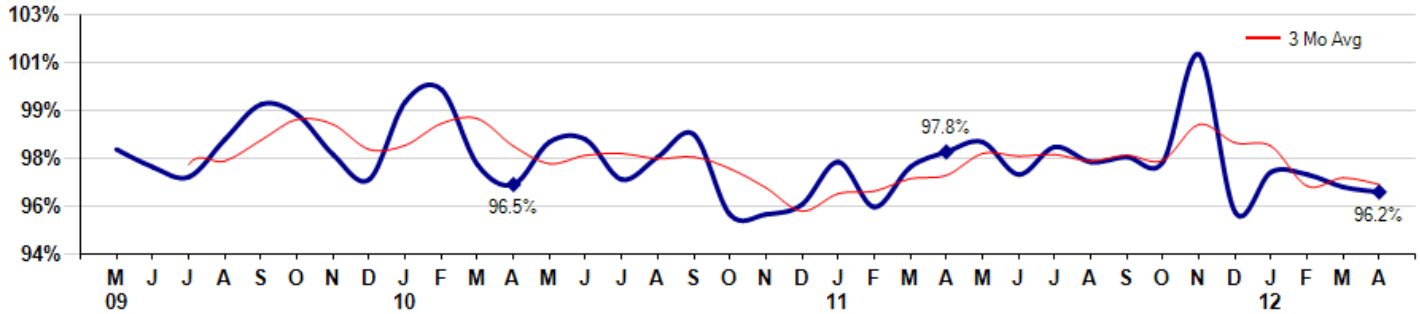


Price Range: ALL | Properties: Single Family Home, Townhome, Condo

Selling Price vs Original Listing Price

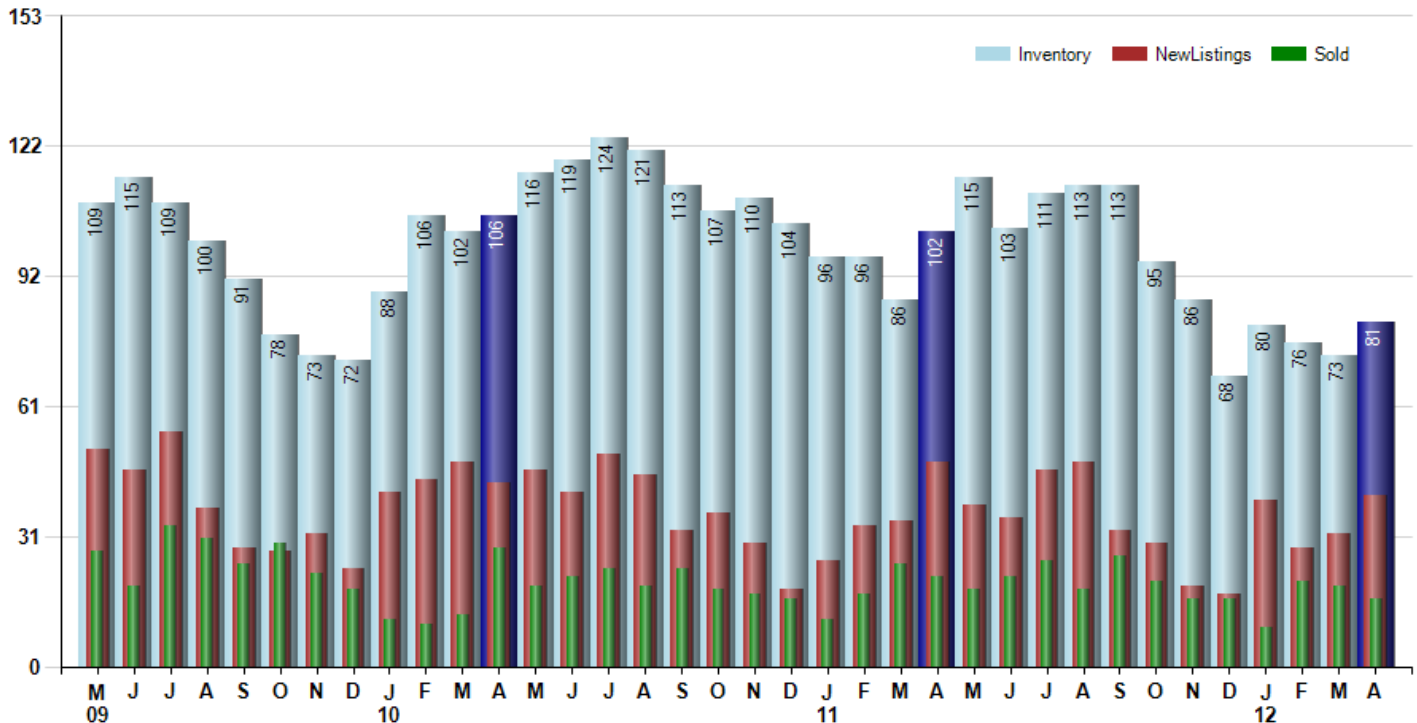
The Selling Price vs Original Listing Price reveals the average amount that Sellers are agreeing to come down from their original list price. The lower the ratio is below 100% the more of a Buyer's market exists, a ratio at or above 100% indicates more of a Seller's market. The April 2012 Selling Price vs Original List Price of 96.2% was down from 96.4% last month and down from 97.8% in April 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 April 2012 was 40, up 29.0% from 31 last month and down -16.7% from 48 in April of last year.



Based on information from California Regional Multiple Listing Service, Inc. for the period 5/1/2009 through 4/30/2012. 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

April 2012

Zip Code: 91006



Brettany Harrison
Sales Associate

<http://www.californiamoves.com/Brettany.Harrison>



Price Range: ALL | Properties: Single Family Home, Townhome, Condo

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Homes Sold	27	19	33	30	24	29	22	18	11	10	12	28	19	21	23	19	23	18	17	16	11	17	24	21	18	21	25	18	26	20	16	16	9	20	19	16
3 Mo. Roll Avg			26	27	29	28	25	23	17	13	11	17	20	23	21	21	22	20	19	17	15	15	17	21	21	20	21	21	23	21	21	17	14	15	16	18

	(000's) M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Median Sale Price	605	800	730	733	639	697	730	835	672	593	815	694	612	800	712	749	788	653	850	650	938	875	930	735	766	608	735	760	676	780	760	1,068	900	655	500	895
3 Mo. Roll Avg			712	754	700	689	689	754	746	700	693	700	707	702	708	754	750	730	764	718	813	821	914	847	810	703	703	701	724	739	739	869	909	874	685	683

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Inventory	109	115	109	100	91	78	73	72	88	106	102	106	116	119	124	121	113	107	110	104	96	96	86	102	115	103	111	113	113	95	86	68	80	76	73	81
MSI	4	6	3	3	4	3	3	4	8	11	9	4	6	6	5	6	5	6	6	7	9	6	4	5	6	5	4	6	4	5	5	4	9	4	4	5

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Days On Market	52	75	41	42	42	45	42	86	55	19	85	38	40	69	91	99	57	57	57	90	52	94	57	71	58	66	90	47	47	43	86	108	92	65	89	65
3 Mo. Roll Avg			56	53	42	43	43	58	61	53	53	47	54	49	67	86	82	71	57	68	66	79	68	74	62	65	71	68	61	46	59	79	95	88	82	73

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Price per Sq Ft	362	375	388	385	379	396	408	413	385	397	382	404	385	399	383	375	397	379	360	375	378	367	388	410	421	373	378	410	401	402	391	420	344	341	361	426
3 Mo. Roll Avg			375	383	384	387	394	406	402	398	388	394	390	396	389	386	385	384	379	371	373	378	388	406	401	391	387	396	404	398	404	385	368	349	376	

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Sale to List Price	0.979	0.972	0.968	0.983	0.997	0.993	0.977	0.967	0.998	1.003	0.973	0.965	0.982	0.983	0.967	0.976	0.985	0.953	0.953	0.957	0.974	0.956	0.972	0.978	0.982	0.969	0.980	0.974	0.976	0.974	1.017	0.954	0.970	0.969	0.964	0.962
3 Mo. Roll Avg			0.973	0.974	0.983	0.991	0.989	0.979	0.981	0.989	0.991	0.980	0.973	0.977	0.977	0.975	0.976	0.971	0.964	0.954	0.961	0.962	0.967	0.969	0.977	0.976	0.977	0.974	0.977	0.975	0.989	0.982	0.980	0.964	0.968	0.965

	M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
New Listings	51	46	55	37	28	27	31	23	41	44	48	43	46	41	50	45	32	36	29	18	25	33	34	48	38	35	46	48	32	29	19	17	39	28	31	40
Inventory	109	115	109	100	91	78	73	72	88	106	102	106	116	119	124	121	113	107	110	104	96	96	86	102	115	103	111	113	113	95	86	68	80	76	73	81
Sales	27	19	33	30	24	29	22	18	11	10	12	28	19	21	23	19	23	18	17	16	11	17	24	21	18	21	25	18	26	20	16	16	9	20	19	16

	(000's) M 09	J	J	A	S	O	N	D	J 10	F	M	A	M	J	J	A	S	O	N	D	J 11	F	M	A	M	J	J	A	S	O	N	D	J 12	F	M	A
Avg Sale Price	754	1,086	877	887	729	771	776	1,162	1,016	670	1,030	1,026	720	904	845	824	970	980	966	770	863	987	1,156	923	1,070	810	880	1,261	880	1,014	1,055	1,241	962	762	806	1,356
3 Mo. Roll Avg			906	950	831	796	759	903	985	949	905	909	926	884	823	857	879	924	972	905	866	873	1,002	1,022	1,050	934	920	984	1,007	1,052	983	1,103	1,086	988	843	974

Based on information from California Regional Multiple Listing Service, Inc. for the period 5/1/2009 through 4/30/2012. 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.

