

MARKET ACTION REPORT

MLS Area: Miramonte

December 2009

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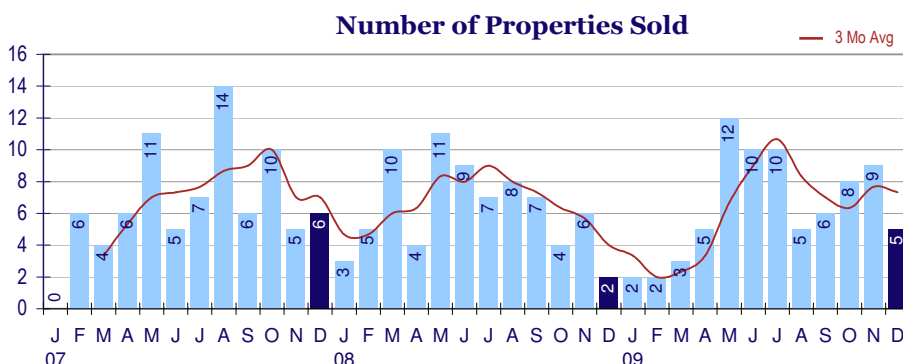
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,587,475	9%		44%				
Average List Price of all Current Listings	\$1,386,637	4%		20%				
December Median Sales Price	\$1,050,000	-10%	8%	5%	-6%	\$955,000	-14%	-15%
December Average Sales Price	\$988,000	-14%	-5%	-1%	-16%	\$1,024,499	-13%	-13%
Total Properties Currently for Sale (Inventory)	8	-33%		-27%				
December Number of Properties Sold	5	-44%		150%		77	1%	
December Average Days on Market (Solds)	54	184%	86%	50%	145%	33	50%	50%
Asking Price per Square Foot (based on New Listings)	\$715	-1%	5%	13%	-9%	\$669	-15%	-15%
December Sold Price per Square Foot	\$559	-17%	-13%	-21%	-29%	\$648	-18%	-17%
December Month's Supply of Inventory	1.6	20%	-0%	-71%	-30%	3.4	49%	49%
December Sale Price vs List Price Ratio	92.5%	-7.1%	-5.5%	1.0%	-5.9%	96.5%	-2.1%	-1.8%

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

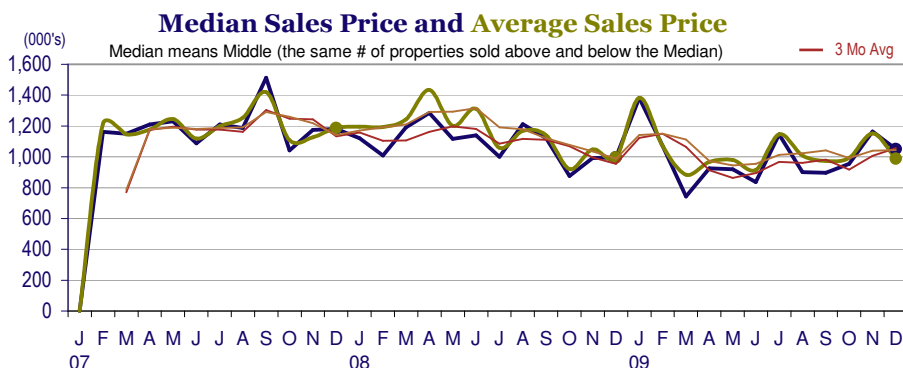
Property Sales

December Property sales were 5, up 150.0% from 2 in December of 2008 and -44.4% lower than the 9 sales last month. December 2009 sales were at a mid level compared to December of 2008 and 2007. December YTD sales of 77 are running 1.3% ahead of last year's year-to-date sales of 76.



Prices

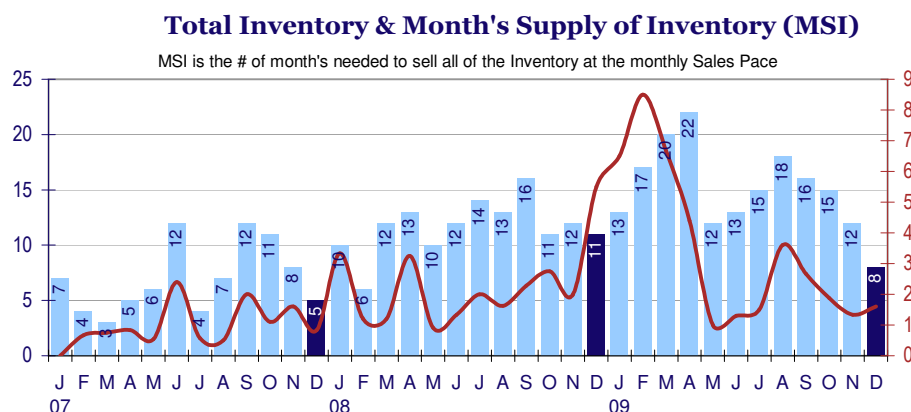
The Median Sales Price in December was \$1,050,000, up 5.3% from \$997,000 in December of 2008 and down -9.9% from \$1,165,000 last month. The Average Sales Price in December was \$988,000, down -0.9% from \$997,000 in December of 2008 and down -14.2% from \$1,151,242 last month. December 2009 ASP was at the lowest level compared to December of 2008 and 2007.



Inventory & MSI

The Total Inventory of Properties available for sale as of December was 8, down -33.3% from 12 last month and down -27.3% from 11 in December of last year. December 2009 Inventory was at a mid level compared with December of 2008 and 2007.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2009 MSI of 1.6 months was at a mid level compared with December of 2008 and 2007.



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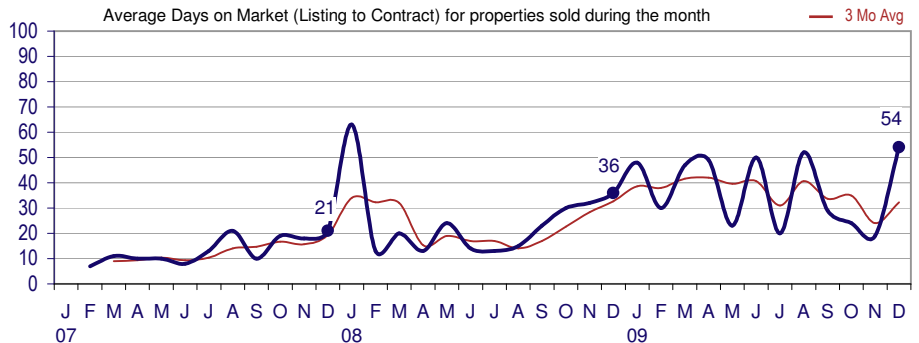
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Market Time

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 54, up 184.2% from 19 days last month and up 50.0% from 36 days in December of last year. The December 2009 DOM was at a mid level compared with December of 2008 and 2007.

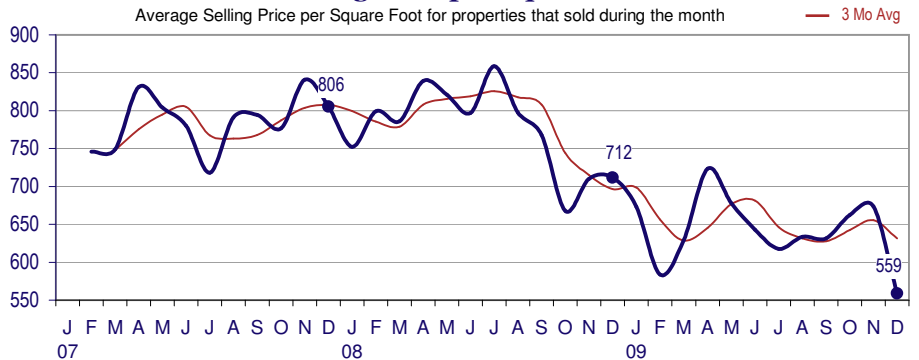
Days On Market for Sold Properties



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 2009 Selling Price per Square Foot of \$559 was down -17.0% from \$674 last month and down -21.5% from 712 in December of last year.

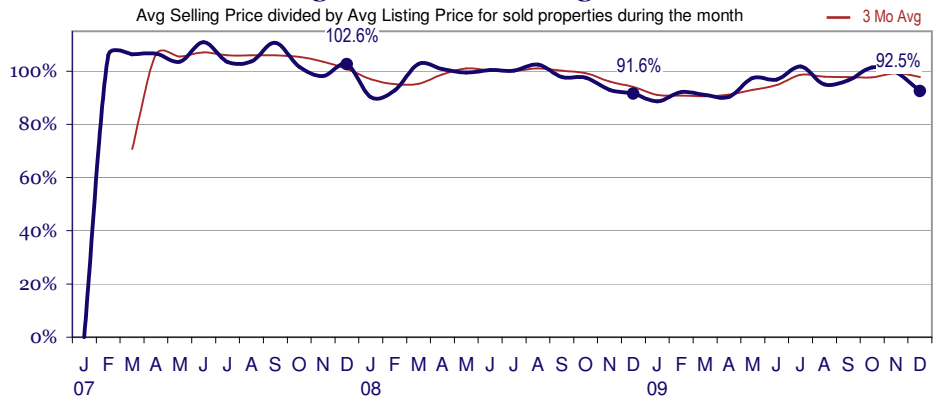
Selling Price per Square Foot



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 December 2009 Selling Price vs Original List Price of 92.5% was down from 99.6% last month and up from 91.6% in December of last year.

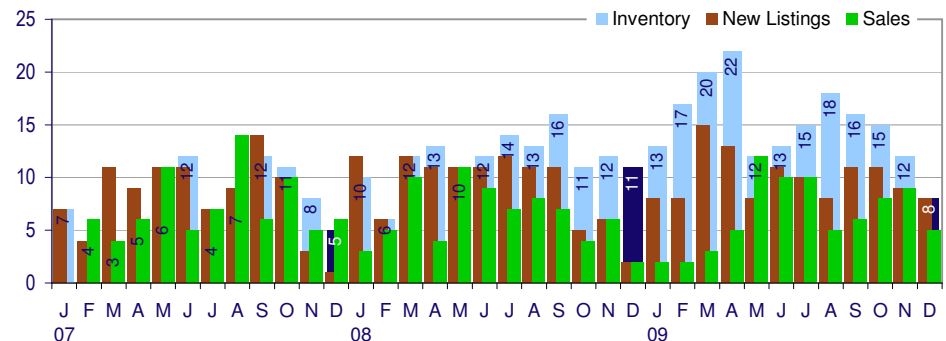
Selling Price versus Listing Price Ratio



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 2009 was 8, down -11.1% from 9 last month and up 300.0% from 2 in December of last year.

Inventory / New Listings / Sales



MLS Area: Miramonte

Price Range: All | Property Types: Single Family

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Homes Sold	0	6	4	6	11	5	7	14	6	10	5	6	3	5	10	4	11	9	7	8	7	4	6	2	2	2	3	5	12	10	10	5	6	8	9	5
3 Mo. Roll Avg			3	5	7	7	8	9	9	10	7	7	5	5	6	6	8	8	9	8	7	6	6	4	3	2	2	3	7	9	11	8	7	6	8	7

(000's)	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Median Sale Price	0	1163	1149	1210	1230	1088	1210	1188	1513	1043	1174	1182	1120	1008	1192	1285	1116	1140	1000	1212	1120	875	993	997	1382	1070	742	925	920	836	1145	900	898	955	1165	1050
3 Mo. Roll Avg			771	1174	1196	1176	1176	1162	1303	1248	1243	1133	1159	1103	1107	1162	1198	1180	1085	1117	1111	1069	996	955	1124	1150	1065	912	862	894	967	960	981	918	1006	1057

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Inventory	7	4	3	5	6	12	4	7	12	11	8	5	10	6	12	13	10	12	14	13	16	11	12	11	13	17	20	22	12	13	15	18	16	15	12	8
MSI	#DIV/0!	1	1	1	1	2	1	1	2	1	2	1	3	1	1	3	1	1	2	2	2	3	2	6	7	9	7	4	1	1	2	4	3	2	1	2

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Days on Market		7	11	10	10	8	13	21	10	19	18	21	63	13	20	13	24	14	13	15	23	30	32	36	48	30	47	49	23	50	20	52	29	24	19	54
3 Mo. Roll Avg			9	9	10	9	10	14	15	17	16	19	34	32	32	15	19	17	17	14	17	23	28	33	39	38	42	42	40	41	31	41	34	35	24	32

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Price per Sq Ft		746	749	831	804	780	718	791	794	777	841	806	752	799	786	839	821	797	859	797	768	668	710	712	673	584	629	724	678	643	618	634	632	662	674	559
3 Mo. Roll Avg			747	775	795	805	767	763	768	787	804	808	799	786	779	808	815	819	826	818	808	744	715	697	698	656	629	645	677	681	646	631	628	642	656	632

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Sale to List Price	0.000	1.059	1.063	1.066	1.036	1.109	1.035	1.037	1.107	1.017	0.982	1.026	0.902	0.928	1.027	1.008	0.995	1.004	1.002	1.025	0.978	0.975	0.930	0.916	0.887	0.921	0.911	0.903	0.974	0.968	1.018	0.950	0.966	1.014	0.996	0.925
3 Mo. Roll Avg			0.707	1.063	1.055	1.070	1.060	1.060	1.060	1.054	1.035	1.008	0.970	0.952	0.952	0.988	1.010	1.002	1.000	1.010	1.002	0.993	0.961	0.940	0.911	0.908	0.906	0.912	0.929	0.948	0.987	0.979	0.978	0.977	0.992	0.978

	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
New Listings	7	4	11	9	11	11	7	9	14	10	3	1	12	6	12	11	11	11	12	11	11	5	6	2	8	8	15	13	8	11	10	8	11	11	9	8
Inventory	7	4	3	5	6	12	4	7	12	11	8	5	10	6	12	13	10	12	14	13	16	11	12	11	13	17	20	22	12	13	15	18	16	15	12	8
Sales	0	6	4	6	11	5	7	14	6	10	5	6	3	5	10	4	11	9	7	8	7	4	6	2	2	2	3	5	12	10	10	5	6	8	9	5

(000's)	J 07	F	M	A	M	J	J	A	S	O	N	D	J 08	F	M	A	M	J	J	A	S	O	N	D	J 09	F	M	A	M	J	J	A	S	O	N	D
Avg Sale Price	0	1214	1145	1176	1245	1118	1200	1254	1419	1109	1128	1187	1195	1194	1243	1434	1202	1312	1057	1168	1139	921	1048	997	1382	1070	883	968	979	915	1146	1008	973	995	1151	988
3 Mo. Roll Avg			786	1178	1189	1180	1188	1191	1291	1260	1219	1141	1170	1192	1211	1290	1293	1316	1190	1179	1122	1076	1036	989	1142	1150	1112	974	943	954	1013	1023	1042	992	1039	1045

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