



Price Range: Below to 999,999,999,000 | Properties: Condo - TwnHm

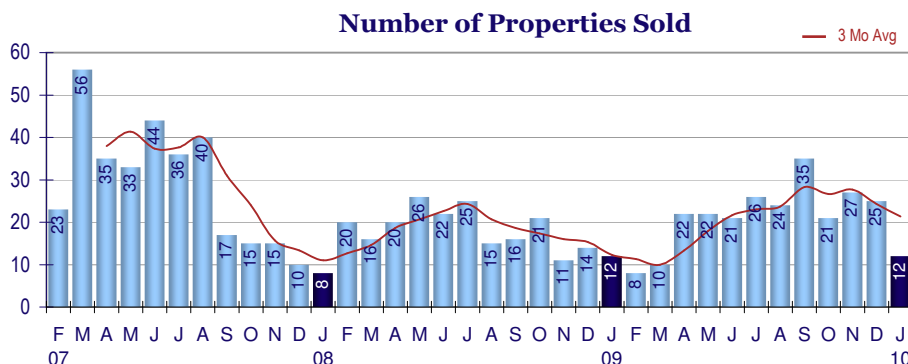
### Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$428,500	5%		-5%				
Average List Price of all Current Listings	\$554,888	4%		3%				
January Median Sales Price	\$457,500	8%	4%	12%	8%	\$457,500	12%	8%
January Average Sales Price	\$437,317	-0%	-3%	-9%	1%	\$437,317	-9%	1%
Total Properties Currently for Sale (Inventory)	87	16%		7%				
January Number of Properties Sold	12	-52%		0%		12	0%	
January Average Days on Market (Solds)	27	-36%	-49%	-31%	-52%	27	-31%	-52%
Asking Price per Square Foot (based on New Listings)	\$585	63%	44%	62%	61%	\$585	62%	61%
January Sold Price per Square Foot	\$341	1%	-1%	-4%	1%	\$341	-4%	1%
January Month's Supply of Inventory	7.3	142%	63%	7%	36%	7.3	7%	36%
January Sale Price vs List Price Ratio	96.5%	.0%	1.6%	1.6%	2.2%	96.3%	4.5%	2.0%

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

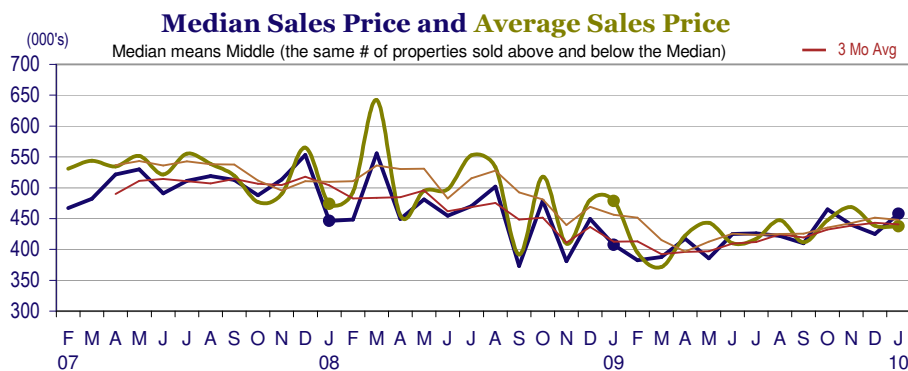
### Property Sales

January Property sales were 12, equal to 12 in January of 2009 and -52.0% lower than the 25 sales last month. January 2010 sales were at their highest level compared to January of 2009 and 2008. January YTD sales of 12 are running equal to last year's year-to-date sales of 12.



### Prices

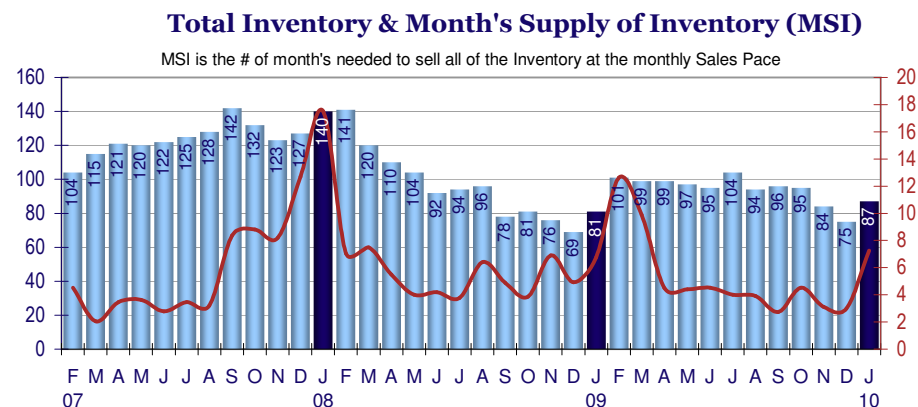
The Median Sales Price in January was \$457,500, up 12.3% from \$407,500 in January of 2009 and up 7.6% from \$425,000 last month. The Average Sales Price in January was \$437,317, down -8.6% from \$478,500 in January of 2009 and down -0.2% from \$438,356 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.



### Inventory & MSI

The Total Inventory of Properties available for sale as of January was 87, up 16.0% from 75 last month and up 7.4% from 81 in January of last year. January 2010 Inventory was at a mid level compared with January of 2009 and 2008.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2010 MSI of 7.3 months was at a mid level compared with January of 2009 and 2008.



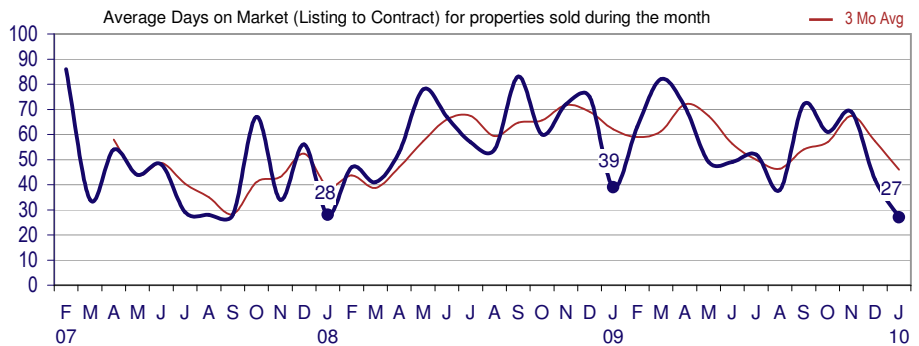


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### Market Time

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 January was 27, down -35.7% from 42 days last month and down -30.8% from 39 days in January of last year. The January 2010 DOM was at its lowest level compared with January of 2009 and 2008.

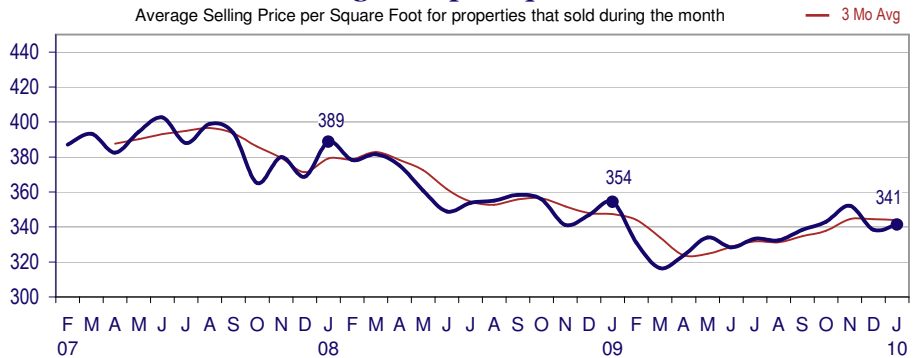
### Days On Market for Sold Properties



### 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 January 2010 Selling Price per Square Foot of \$341 was up 0.9% from \$338 last month and down -3.7% from 354 in January of last year.

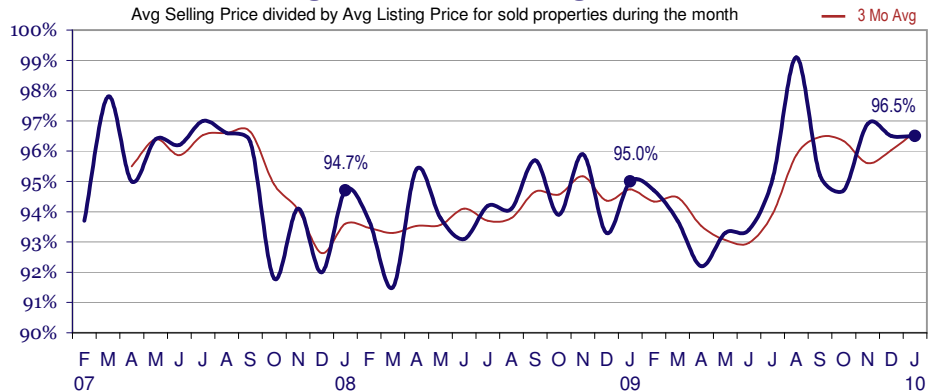
### Selling Price per Square Foot



### 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 January 2010 Selling Price vs Original List Price of 96.5% was equal to 96.5% last month and up from 95.0% in January of last year.

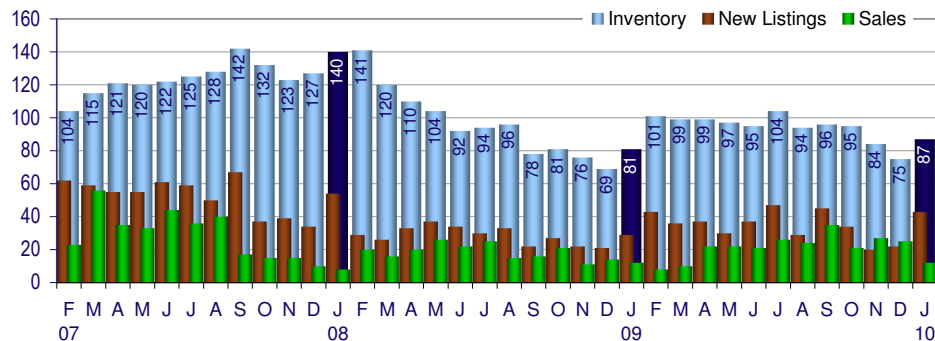
### Selling Price versus Listing Price Ratio



### 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 January 2010 was 43, up 95.5% from 22 last month and up 48.3% from 29 in January of last year.

### Inventory / New Listings / Sales



## Zip Code: 92130

Price Range: Below to 999,999,999,000 | Property Types: Condo - TwnHm

	F 07	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	J 10
Homes Sold	23	56	35	33	44	36	40	17	15	15	10	8	20	16	20	26	22	25	15	16	21	11	14	12	8	10	22	22	21	26	24	35	21	27	25	12
3 Mo. Roll Avg			38	41	37	38	40	31	24	16	13	11	13	15	19	21	23	24	21	19	17	16	15	12	11	10	13	18	22	23	24	28	27	28	24	21

(000's)	F 07	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	J 10
Median Sale Price	467	482	522	530	491	511	519	513	488	513	553	446	449	556	450	481	455	470	502	373	479	381	450	408	383	388	418	386	425	426	422	410	465	440	425	458
3 Mo. Roll Avg			490	511	514	511	507	514	507	505	518	504	483	484	485	496	462	469	476	448	451	411	437	413	413	393	396	397	409	412	424	419	432	438	443	441

	F 07	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	J 10
Inventory	104	115	121	120	122	125	128	142	132	123	127	140	141	120	110	104	92	94	96	78	81	76	69	81	101	99	99	97	95	104	94	96	95	84	75	87
MSI	5	2	3	4	3	3	3	8	9	8	13	18	7	8	6	4	4	4	6	5	4	7	5	7	13	10	5	4	5	4	4	3	5	3	3	7

	F 07	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	J 10
Days on Market	86	34	54	44	48	29	28	28	67	34	56	28	47	41	53	78	67	57	54	83	60	72	75	39	63	82	71	49	49	52	38	72	61	69	42	27
3 Mo. Roll Avg			58	44	49	40	35	28	41	43	52	39	44	39	47	57	66	67	59	65	66	72	69	62	59	61	72	67	56	50	46	54	57	67	57	46

	F 07	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	J 10
Price per Sq Ft	387	393	383	394	403	388	399	394	365	380	369	389	378	382	375	361	349	354	355	358	356	341	347	354	331	316	324	334	328	333	332	338	343	352	338	341
3 Mo. Roll Avg			388	390	393	395	397	394	386	380	371	379	379	383	378	372	362	355	353	356	356	352	348	347	344	334	324	325	329	332	331	335	338	345	345	344

	F 07	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	J 10
Sale to List Price	0.937	0.978	0.950	0.964	0.962	0.970	0.966	0.963	0.918	0.941	0.920	0.947	0.937	0.915	0.954	0.938	0.931	0.942	0.941	0.957	0.939	0.959	0.933	0.950	0.947	0.937	0.922	0.933	0.934	0.951	0.991	0.952	0.947	0.969	0.965	0.965
3 Mo. Roll Avg			0.955	0.964	0.959	0.965	0.966	0.966	0.949	0.941	0.926	0.936	0.935	0.933	0.935	0.936	0.941	0.937	0.938	0.947	0.946	0.952	0.944	0.947	0.943	0.945	0.935	0.931	0.930	0.939	0.959	0.965	0.963	0.956	0.960	0.966

	F 07	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	J 10
New Listings	62	59	55	55	61	59	50	67	37	39	34	54	29	26	33	37	34	30	33	22	27	22	21	29	43	36	37	30	37	47	29	45	34	20	22	43
Inventory	104	115	121	120	122	125	128	142	132	123	127	140	141	120	110	104	92	94	96	78	81	76	69	81	101	99	99	97	95	104	94	96	95	84	75	87
Sales	23	56	35	33	44	36	40	17	15	15	10	8	20	16	20	26	22	25	15	16	21	11	14	12	8	10	22	22	21	26	24	35	21	27	25	12

(000's)	F 07	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	J 10
Avg Sale Price	531	544	535	552	521	555	539	520	477	490	565	474	493	642	455	495	497	553	534	392	518	409	480	479	395	371	423	443	410	417	447	412	447	468	438	437
3 Mo. Roll Avg			537	544	536	543	538	538	512	496	511	510	511	536	530	531	483	515	528	493	481	440	469	456	451	415	396	412	425	424	425	425	435	442	451	448

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