



Price Range: Below to 999,999,999,000 | Properties: Single Family

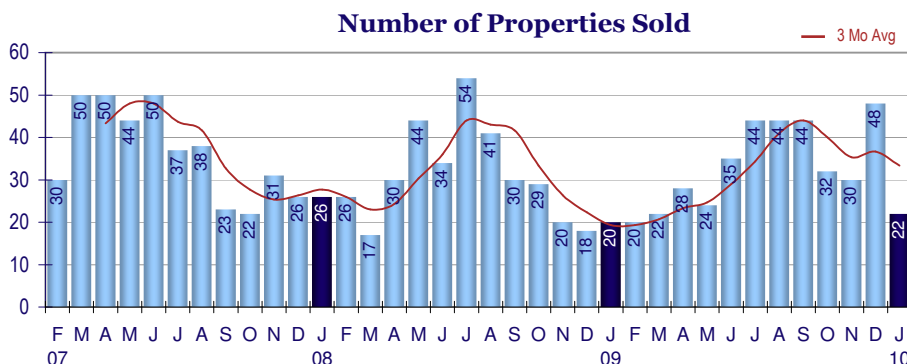
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,285,000	3%		12%				
Average List Price of all Current Listings	\$1,698,167	3%		14%				
January Median Sales Price	\$825,000	-8%	-1%	-7%	-2%	\$825,000	-7%	-2%
January Average Sales Price	\$872,885	-13%	-3%	-43%	-8%	\$872,885	-43%	-8%
Total Properties Currently for Sale (Inventory)	118	-9%		-31%				
January Number of Properties Sold	22	-54%		10%		22	10%	
January Average Days on Market (Solds)	50	-31%	-15%	-14%	-21%	50	-14%	-21%
Asking Price per Square Foot (based on New Listings)	\$351	4%	0%	-5%	-1%	\$351	-5%	-1%
January Sold Price per Square Foot	\$352	6%	3%	4%	4%	\$352	4%	4%
January Month's Supply of Inventory	5.4	98%	20%	-37%	-23%	5.4	-37%	-23%
January Sale Price vs List Price Ratio	97.1%	4.0%	4.1%	5.1%	6.0%	96.7%	11.4%	5.5%

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

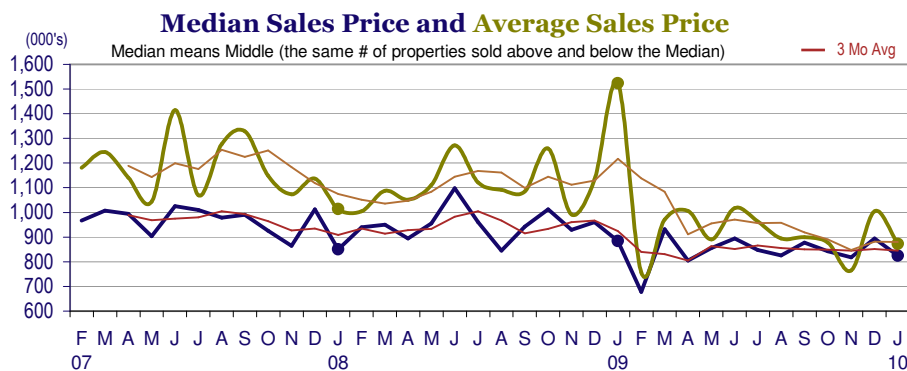
Property Sales

January Property sales were 22, up 10.0% from 20 in January of 2009 and -54.2% lower than the 48 sales last month. January 2010 sales were at a mid level compared to January of 2009 and 2008. January YTD sales of 22 are running 10.0% ahead of last year's year-to-date sales of 20.



Prices

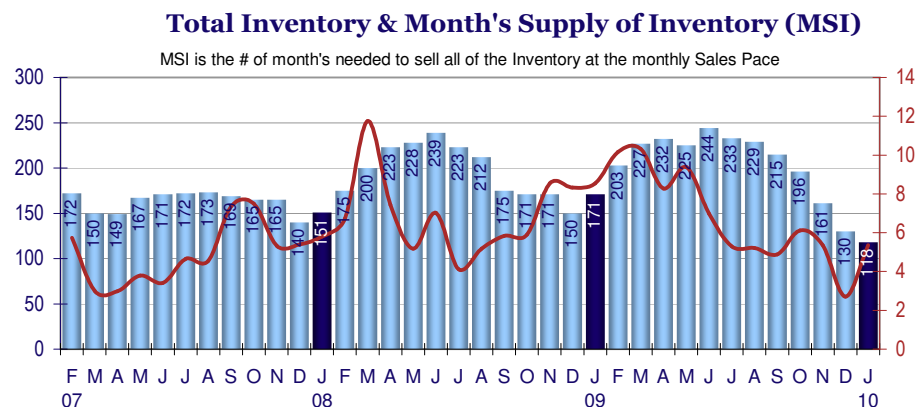
The Median Sales Price in January was \$825,000, down -6.6% from \$883,750 in January of 2009 and down -7.7% from \$894,288 last month. The Average Sales Price in January was \$872,885, down -42.7% from \$1,523,800 in January of 2009 and down -13.1% from \$1,004,044 last month. January 2010 ASP was at the lowest level compared to January of 2009 and 2008.



Inventory & MSI

The Total Inventory of Properties available for sale as of January was 118, down -9.2% from 130 last month and down -31.0% from 171 in January of last year. January 2010 Inventory was at its lowest 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 5.4 months was at its lowest level compared with January of 2009 and 2008.



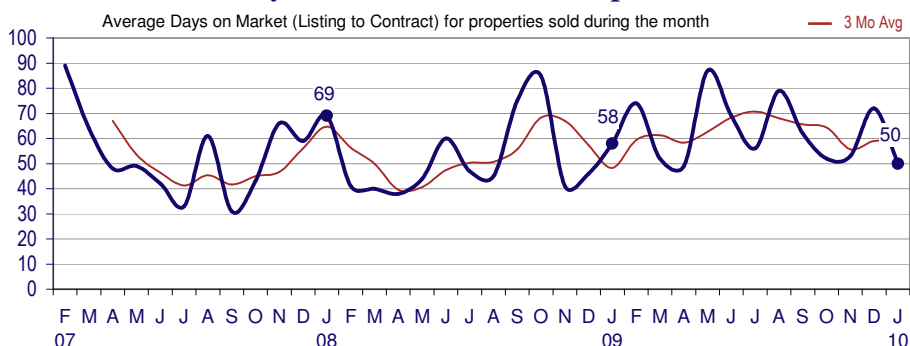


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Market Time

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 50, down -30.6% from 72 days last month and down -13.8% from 58 days in January of last year. The January 2010 DOM was at its lowest level compared with January of 2009 and 2008.

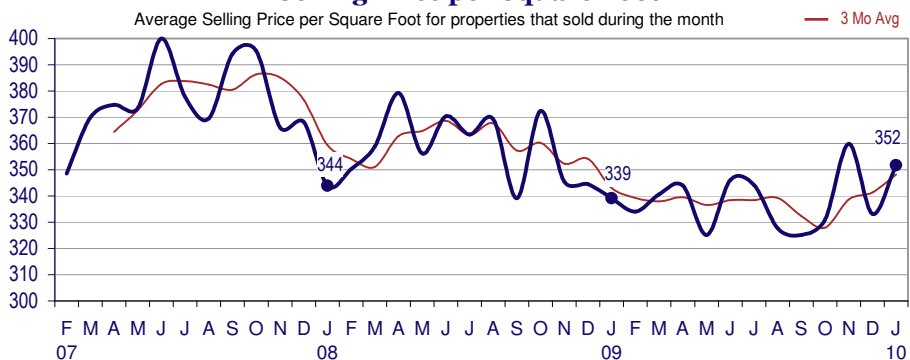
Days On Market for Sold Properties



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 \$352 was up 5.6% from \$333 last month and up 3.7% from 339 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 97.1% was up from 93.4% last month and up from 92.4% in January of last year.

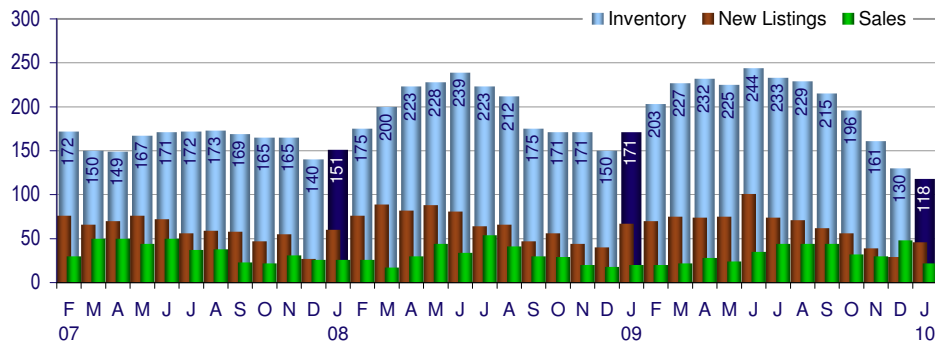
Selling Price versus Listing Price Ratio



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 46, up 58.6% from 29 last month and down -31.3% from 67 in January of last year.

Inventory / New Listings / Sales



Zip Code: 92130

Price Range: Below to 999,999,999,000 | Property Types: Single Family

	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	30	50	50	44	50	37	38	23	22	31	26	26	26	17	30	44	34	54	41	30	29	20	18	20	20	22	28	24	35	44	44	44	32	30	48	22
3 Mo. Roll Avg			43	48	48	44	42	33	28	25	26	28	26	23	24	30	36	44	43	42	33	26	22	19	19	21	23	25	29	34	41	44	40	35	37	33

(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	968	1008	994	904	1025	1010	979	990	925	865	1013	850	940	950	894	955	1098	960	845	943	1012	929	960	884	677	932	805	855	895	848	826	877	843	818	894	825
3 Mo. Roll Avg			990	969	974	980	1005	993	965	927	934	909	934	913	928	933	982	1004	967	916	933	961	967	924	840	831	805	864	852	866	856	850	848	846	852	846

	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	172	150	149	167	171	172	173	169	165	165	140	151	175	200	223	228	239	223	212	175	171	171	150	171	203	227	232	225	244	233	229	215	196	161	130	118
MSI	6	3	3	4	3	5	5	7	8	5	5	6	7	12	7	5	7	4	5	6	6	9	8	9	10	10	8	9	7	5	5	5	6	5	3	5

	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	89	64	48	49	42	33	61	31	43	66	59	69	41	40	38	44	60	47	45	75	85	41	46	58	74	52	49	87	69	56	79	62	52	53	72	50
3 Mo. Roll Avg			67	54	46	41	45	42	45	47	56	65	56	50	40	41	47	50	51	56	68	67	57	48	59	61	58	63	68	71	68	66	64	56	59	58

	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	349	370	375	373	400	378	370	394	395	366	368	344	350	359	379	356	370	363	369	339	372	345	344	339	334	341	344	325	346	344	328	325	331	360	333	352
3 Mo. Roll Avg			364	373	383	384	382	380	386	385	377	359	354	351	363	365	369	363	368	357	360	352	354	343	339	338	340	337	338	338	339	332	328	339	341	348

	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	0.917	0.937	0.951	0.937	0.937	0.944	0.934	0.941	0.932	0.926	0.929	0.914	0.941	0.927	0.956	0.935	0.913	0.937	0.930	0.888	0.916	0.931	0.937	0.924	0.915	0.903	0.934	0.918	0.928	0.933	0.929	0.931	0.969	0.955	0.934	0.971
3 Mo. Roll Avg			0.935	0.942	0.942	0.939	0.938	0.940	0.936	0.933	0.929	0.923	0.928	0.927	0.941	0.939	0.935	0.928	0.927	0.918	0.911	0.912	0.928	0.931	0.925	0.914	0.917	0.918	0.927	0.926	0.930	0.931	0.943	0.952	0.953	0.953

	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	76	66	70	76	72	56	59	58	47	55	27	60	76	89	82	88	81	64	66	47	56	44	40	67	70	75	74	75	101	74	71	62	56	39	29	46
Inventory	172	150	149	167	171	172	173	169	165	165	140	151	175	200	223	228	239	223	212	175	171	171	150	171	203	227	232	225	244	233	229	215	196	161	130	118
Sales	30	50	50	44	50	37	38	23	22	31	26	26	26	17	30	44	34	54	41	30	29	20	18	20	20	22	28	24	35	44	44	44	32	30	48	22

(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	1180	1244	1141	1043	1414	1069	1278	1329	1148	1073	1137	1014	1005	1087	1051	1111	1272	1121	1092	1085	1259	992	1135	1524	757	971	1007	890	1017	963	894	900	877	764	1004	873
3 Mo. Roll Avg			1189	1143	1200	1176	1254	1225	1252	1184	1119	1075	1052	1035	1048	1083	1145	1168	1161	1099	1145	1112	1129	1217	1138	1084	911	956	971	957	958	919	890	847	882	880

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