

DECEMBER 2011 MARKET STATISTICS FOR RIDGECREST, CA

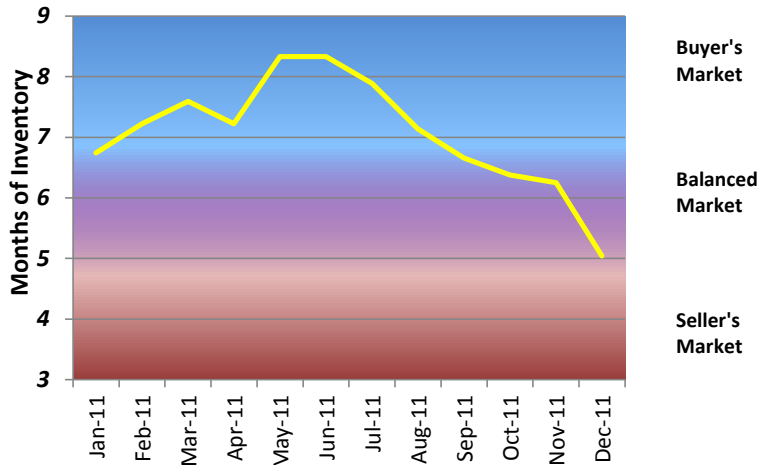
Present 6 Mo. Absorption Rate

Number of homes sold in 6 mo. 7/1/11 – 12/31/11 165
 homes sold/ 139 active homes on the market = 1.19
 6 months/ 1.19 = 5.04
5.04 months of inventory in December 2011

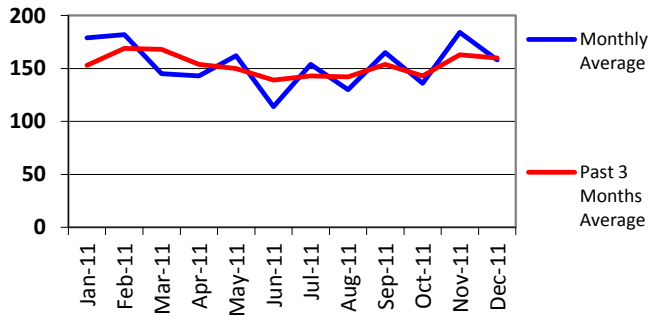
Inventory-wise the local market has shifted to a seller's market. Homes leaving the market through sales and year-end expired listings outpaces the ratio of active homes. Sold homes vs. active homes on the market dipped from an average of 6.25 months in November to 5.04 months in December.

The inventory of homes sold below \$300K moved down from 6.06 months in November to 4.80 months in December. The inventory of sold homes \$300K+ continues to remain flat from 9.68 months in November to 9.67 months in December.

6 Month Absorption Rate



Average Days on the Market



How long will it take to sell?*

80 days	25% chance	
156 days	48% chance	Past 12 Mo. Avg
158 days	49% chance	Dec '11 Mo Avg
160 days	50% chance	Past 3 Mo. Avg
240 days	75% chance	
320 days	99.9% chance	

*The percentages above display the odds of selling a home based on the average days on the market (DOM) of sold single family homes in the past 90 days. DOM figures for the past month and year are also displayed for comparison.

Single Family Home Sales Dec '11

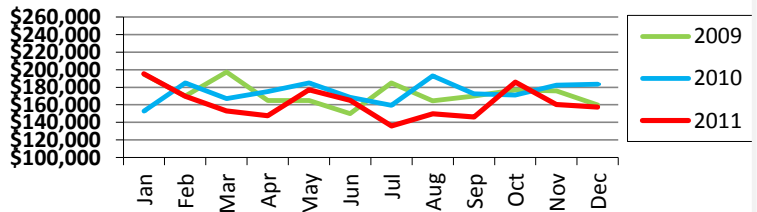
Selling Price Range	Quantity	DOM
\$20,000 thru \$29,999	1	48
\$40,000 thru \$49,999	4	98
\$50,000 thru \$59,999	1	119
\$80,000 thru \$89,999	1	80
\$100,000 thru \$119,999	2	62
\$120,000 thru \$139,999	4	272
\$140,000 thru \$159,999	3	114
\$160,000 thru \$179,999	1	56
\$180,000 thru \$199,999	5	231
\$200,000 thru \$249,999	6	214
\$250,000 thru \$299,999	2	75
\$300,000 thru \$349,999	1	48
Total:	31	158

Summary Price Information December 2011

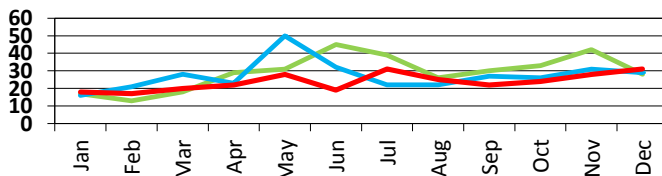
Minimum: \$25,000 Maximum: \$325,000
 Average: \$156,075 Median: \$157,500

Median Home Price

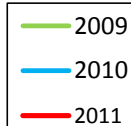
Dec '11:
\$157,500



Single Family Home Sales



Dec '11:
31 homes sold



Clint Freeman
www.RidgecrestCaHomes.com
 Coldwell Banker Best Realty
 710 N. China Lake Blvd.
 Ridgecrest, CA 93555
 Phone: 760 375-3855
 Fax: 760 375-1411
 Cell: 760 382-1082
 e-mail: clint@bestrealty.net

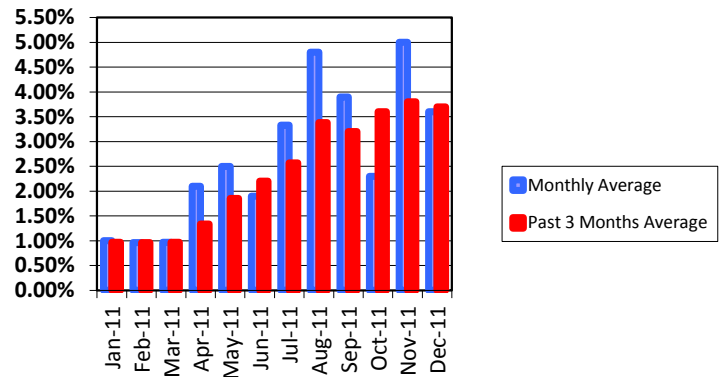
Average Price Markdown

Sellers have dropped their list prices the following percentages during contract negotiations in order to receive a successful sale.

Dec 2011: 3.60% 3 Month Avg: 3.70%
 Avg Dec 2011 sale price \$156,075/
 Avg Dec 2011 list price \$161,779 = .964
 $100\% - 96.4\% = 3.60\%$

In Dec 2011, 9 out of 31 sold homes, or 29%, received full asking price or more.

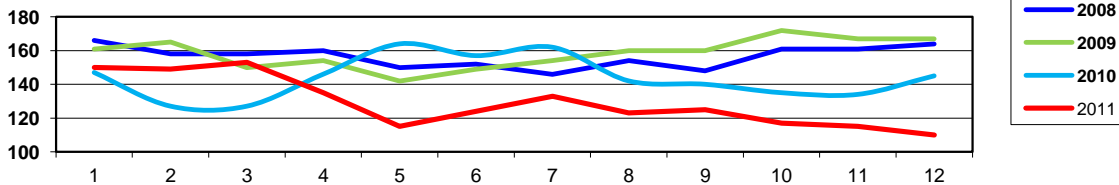
Average Price Markdown



Yearly Sales--Sold Single Family Homes

Avg homes sold per month in 2004: 437/12 = 36
 Avg homes sold per month in 2005: 527/12 = 43 +20%
 Avg homes sold per month in 2006: 337/12 = 28 -36%
 Avg homes sold per month in 2007: 294/12 = 24.5 -12.7% 44% less activity than 2005
 Avg homes sold per month in 2008: 341/12 = 28 +13.7% more activity than 2007
 Avg homes sold per month in 2009: 359/12 = 29.9 +5.0% more activity than 2008
 Avg homes sold per month in 2010: 330/12 = 27.5 -9.1% less activity than 2009
 Avg homes sold per month in 2011: 292/12 = 24.3 -11.6% less activity than 2012
 Avg homes sold per month since Jan 2004: 2,913/96 = 30.3

Price Per Square Foot - College Heights

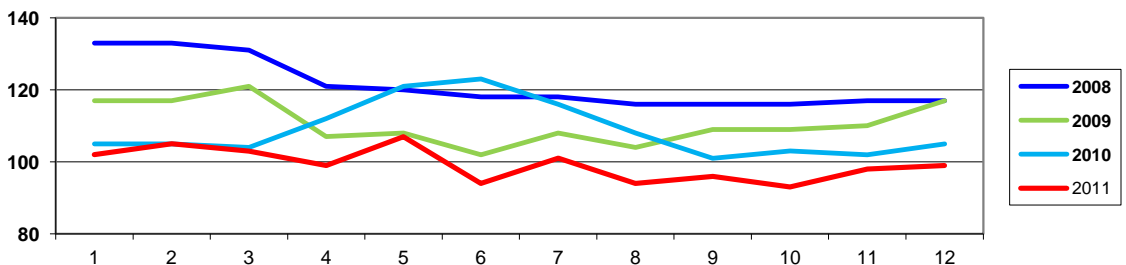


College Heights
 Sold Price per Square Foot

Past 3 Month Avg: \$110

(Dec 2011: \$114)

Price Per Square Foot - Northwest



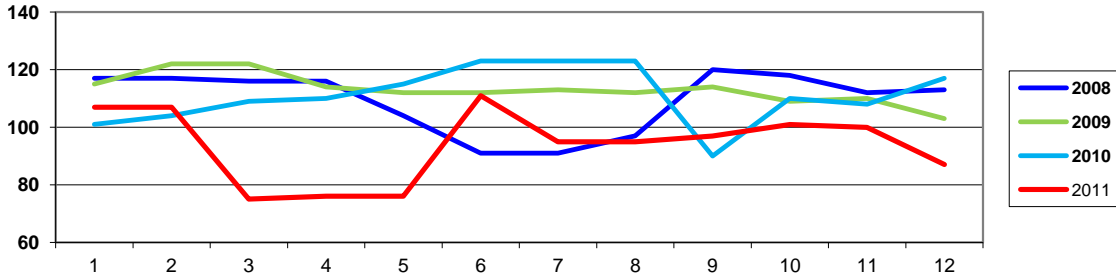
Northwest
 Sold Price per Square Foot

Past 3 Month Avg: \$99

(Dec 2011: \$97)

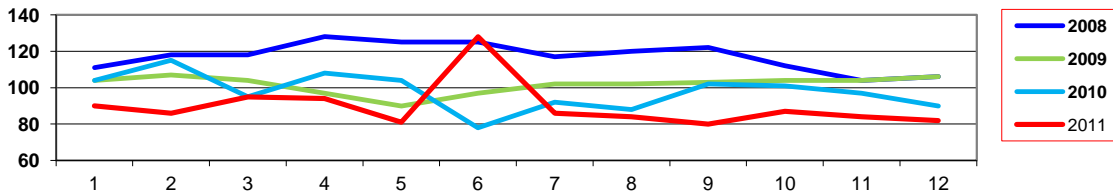
Clint Freeman
www.RidgecrestCaHomes.com
 Coldwell Banker Best Realty
 710 N. China Lake Blvd.
 Ridgecrest, CA 93555
 Phone: 760 375-3855
 Fax: 760 375-1411
 Cell: 760 382-1082
 e-mail: clint@bestrealty.net

Price Per Square Foot - Northeast



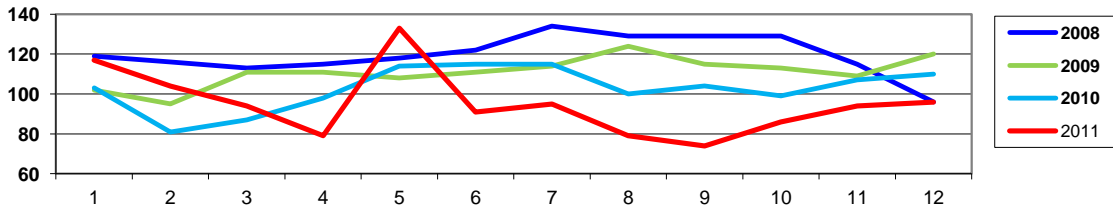
Northeast
Sold Price per Square Foot
Past 3 Month Avg: \$87
 (Dec 2011: \$69)

Price Per Square Foot - Southeast



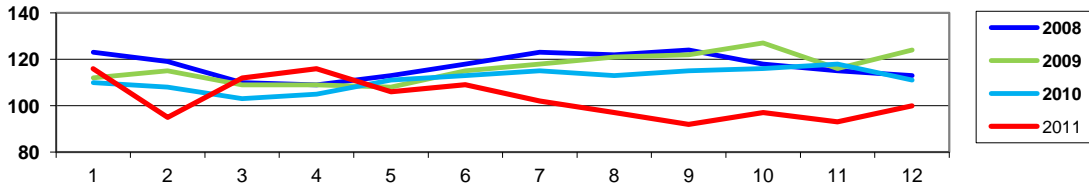
Southeast
Sold Price per Square Foot
Past 3 Month Avg: \$82
 (Dec 2011: \$78)

Price Per Square Foot - Southwest



Southwest
Sold Price per Square Foot
Past 3 Month Avg: \$96
 (Dec 2011: \$83)

Price Per Square Foot - Ridgcrest Heights



Ridgcrest Heights
Sold Price per Square Foot
Past 3 Month Avg: \$100
 (Dec 2011: \$109)

Clint Freeman
www.RidgcrestCaHomes.com
 Coldwell Banker Best Realty
 710 N. China Lake Blvd.
 Ridgcrest, CA 93555
 Phone: 760 375-3855
 Fax: 760 375-1411
 Cell: 760 382-1082
 e-mail: clint@bestrealty.net

