

JANUARY 2010 MARKET STATISTICS FOR RIDGECREST, CA

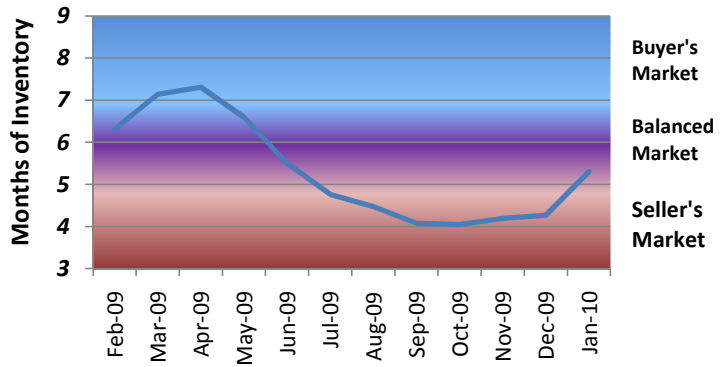
Present 6 Mo. Absorption Rate

Number of homes sold in 6 mo. 8/1/09 – 1/31/10 180 homes sold/ 160 active homes on the market = 1.13 6 months/ 1.13 = 5.31

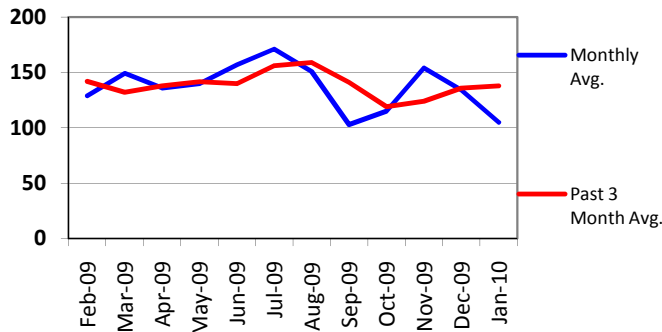
5.31 months of inventory in Jan 2010

Overall market activity slowed and swung back toward a balanced market in January. Sold homes vs. active homes moved from an average ratio of 4.27 to 5.31 months of inventory. The inventory of homes sold below \$300K has increased to 4.76 months, while \$300K+ homes have increased to 9.37 months.

6 Month Absorption Rate



Average Days on the Market



How long will it take to sell?*

69 days 25% chance
 105 days 38% chance **Jan '10 Mo Avg**
 138 days 50% chance **Past 3 Mo. Avg**
 139 days 50.3% chance **Past 12 Mo. Avg**
 207 days 75% chance
 276 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.

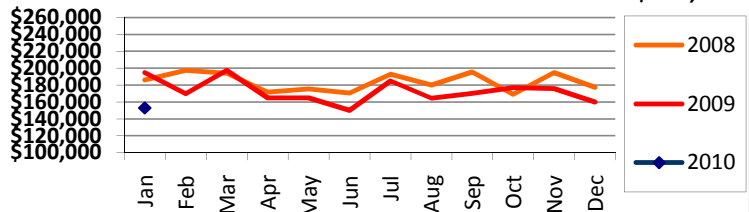
Single Family Home Sales Jan '10

Selling Price Range	Quantity	DOM
\$30,000 thru \$39,999	1	29
\$50,000 thru \$59,999	1	28
\$80,000 thru \$89,999	1	127
\$100,000 thru \$119,999	2	102
\$120,000 thru \$139,999	1	122
\$140,000 thru \$159,999	3	125
\$160,000 thru \$179,999	1	32
\$180,000 thru \$199,999	1	51
\$200,000 thru \$249,999	3	177
\$300,000 thru \$349,999	1	51
\$350,000 thru \$399,999	1	137
Total:	16	105

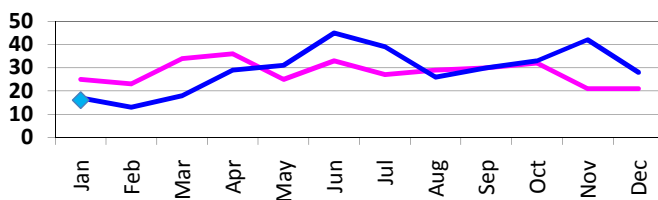
Summary Price Information January 2010

Minimum : \$37,000 Maximum : \$365,000
 Average: \$167,044 Median: \$152,950

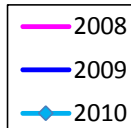
Median Home Price



Single Family Home Sales



Jan '10:
16 homes sold



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Average Price Markdown

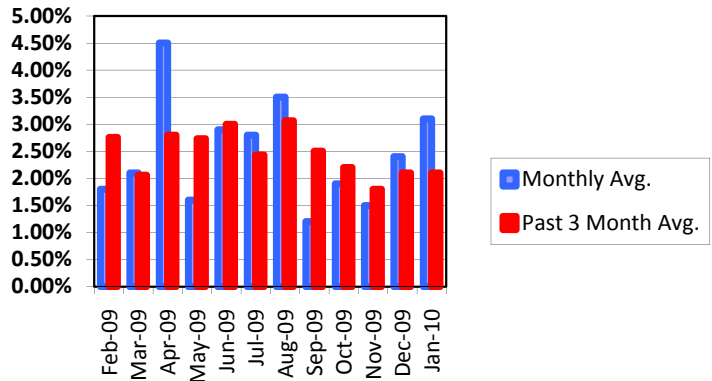
In the past 12 months, sellers have dropped their list prices the following percentages during contract negotiations in order to receive a successful sale.

Jan 2010: 3.1% 3 Month Avg: 2.1%

Avg January 2010 sale price \$167,044/
Avg list price \$172,420 = 3.1%

In January 2010, 10 out of 16 sold homes, or 62%,
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

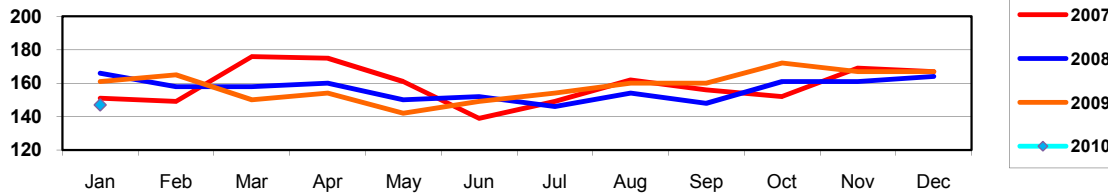
Avg homes sold per month in 2008: $341/12 = 28$ +13.7% more activity than 2007

Avg homes sold per month in 2009: $359/12 = 29.9$ +5.0% more activity than 2008

Avg homes sold per month in 2010: $16/1 = 16$

Av homes sold per month since Jan 2004: $2,247/73 = 30.7$

Price Per Square Foot - College Heights

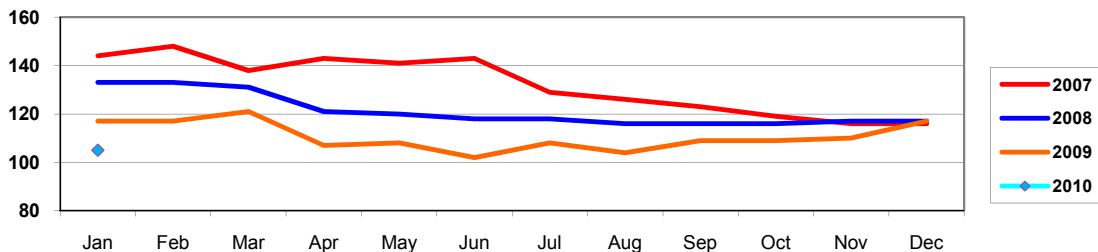


College Heights
Sold Price per
Square Foot

Past 3 Month
Avg: \$147

(Jan 2010: \$127)

Price Per Square Foot - Northwest



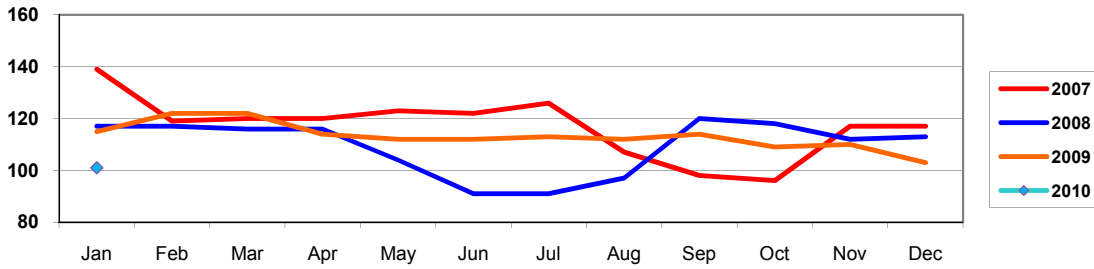
Northwest
Sold Price per
Square Foot

Past 3 Month
Avg: \$117

(Jan 2010: \$98)

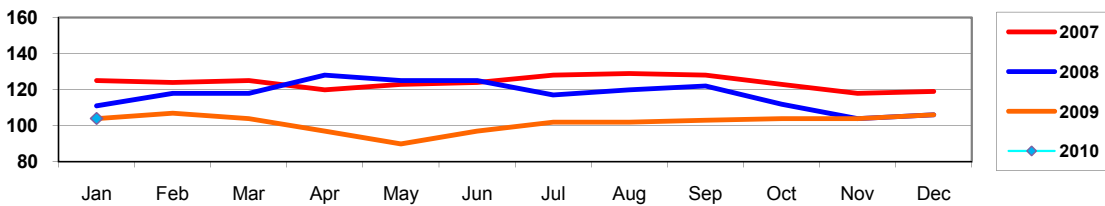
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Price Per Square Foot - Northeast



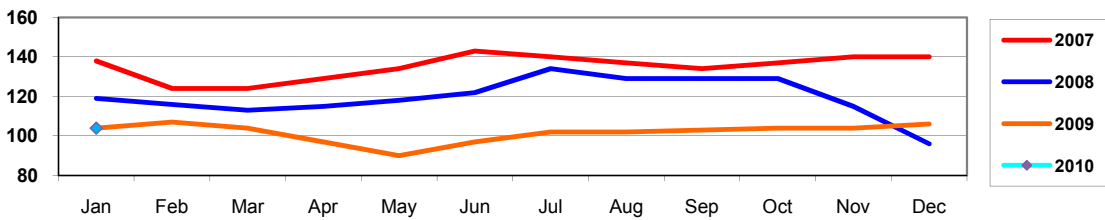
Northeast
Sold Price per
Square Foot
Past 3 Month Avg:
\$101
 (Jan 2010: \$88)

Price Per Square Foot - Southeast



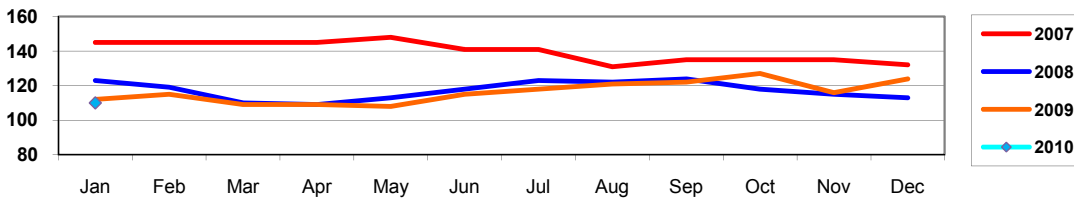
Southeast
Sold Price per
Square Foot
Past 3 Month
Avg: \$104
 (Jan 2010: \$114)

Price Per Square Foot - Southwest



Southwest
Sold Price per
Square Foot
Past 3 Month
Avg: \$103
 (Jan 2010: \$90)

Price Per Square Foot - Ridgecrest Heights



Ridgecrest
Heights
Sold Price per
Square Foot
Past 3 Month
Avg: \$110
 (Jan 2010: \$102)

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