

JULY 2010 MARKET STATISTICS FOR RIDGECREST, CA

Present 6 Mo. Absorption Rate

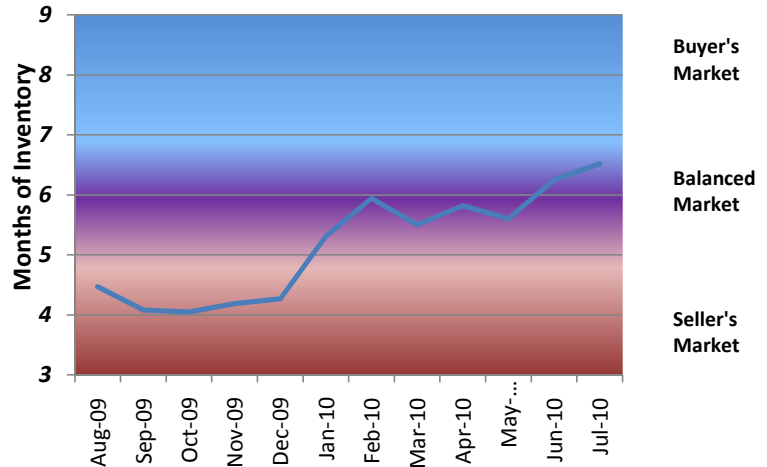
Number of homes sold in 6 mo. 2/1/10 – 7/31/10 179 homes sold / 193 active homes on the market = 0.92
6 months / 0.92 = 6.52

6.52 months of inventory in July 2010

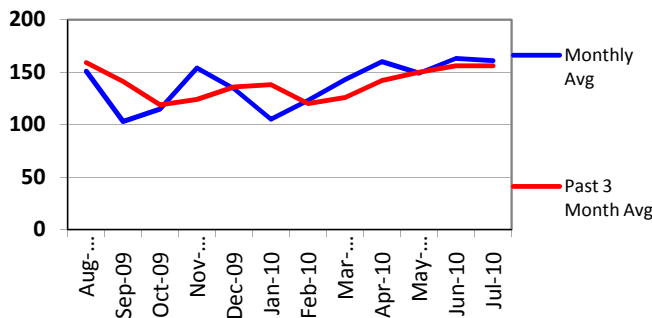
Overall market activity moves from a balanced market toward a buyer's market. Buyers are slowly returning while more homes are entering the market. Sold homes vs. active homes moved from an average ratio of 6.25 to 6.52 months of inventory.

The inventory of homes sold below \$300K has increased from 5.60 to 5.82 months, while \$300K+ homes has increased from 15 months to 16.2 months.

6 Month Absorption Rate



Average Days on the Market



How long will it take to sell?*

78 days 25% chance
139 days 44% chance **Past 12 Mo. Avg**
156 days 50% chance **Past 3 Mo. Avg**
161 days 51% chance **July '10 Mo Avg**
 234 days 75% chance
 312 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 July '10

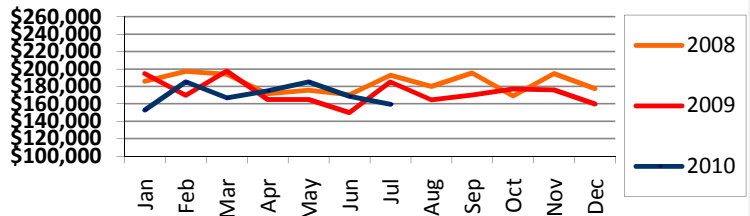
Selling Price Range	Quantity	DOM
\$60,000 thru \$69,999	2	197
\$80,000 thru \$89,999	1	170
\$100,000 thru \$119,999	4	145
\$120,000 thru \$139,999	3	121
\$140,000 thru \$159,999	1	100
\$160,000 thru \$179,999	5	88
\$180,000 thru \$199,999	1	97
\$200,000 thru \$249,999	3	213
\$250,000 thru \$299,999	1	373
\$400,000 thru \$449,999	1	390
Total:	22	161

Summary Price Information July 2010

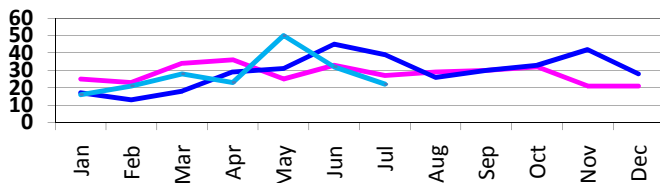
Minimum : \$61,500 Maximum : \$440,000
 Average: \$164,014 Median: \$159,450

Median Home Price

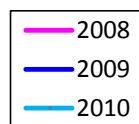
July '10:
\$159,450



Single Family Home Sales



July '10:
22 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.

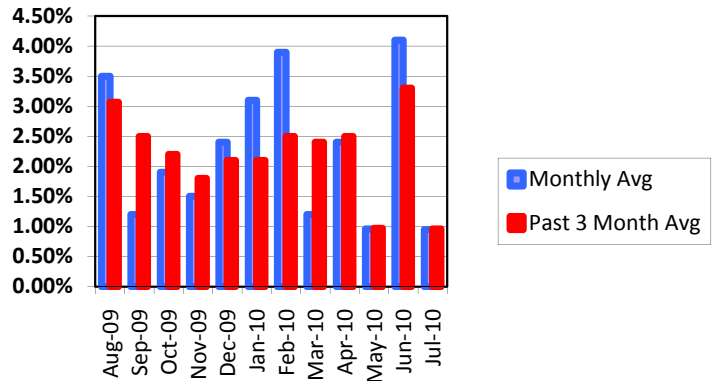
July 2010: 0.95% 3 Month Avg: 0.96%

Avg July 2010 sale price \$164,014/

Avg list price \$171,350 = 0.95%

In July 2010, 9 out of 22 sold homes, or 40%, 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

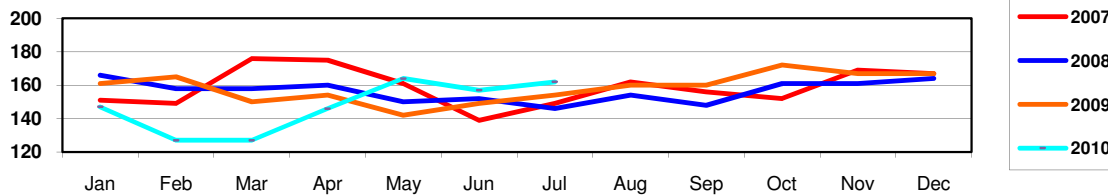
Avg homes sold per month in 2008: $341/12 = 28$ +13.7% more activity than 2007

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

Avg homes sold per month in 2010: $195/7 = 27.8$

Av homes sold per month since Jan 2004: $2,485/79 = 31.45$

Price Per Square Foot - College Heights

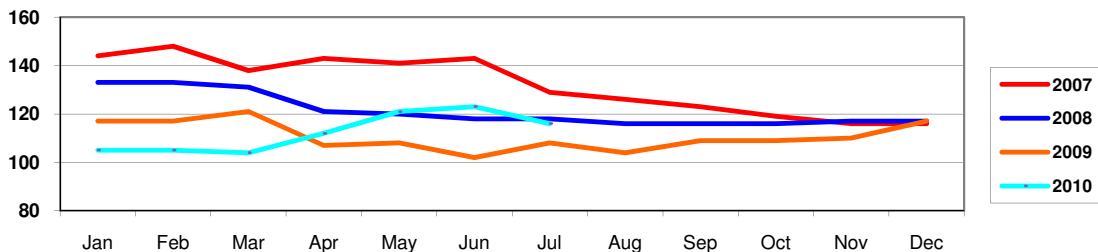


College Heights
Sold Price per Square Foot

Past 3 Month Avg: \$162

(July 2010: \$178)

Price Per Square Foot - Northwest



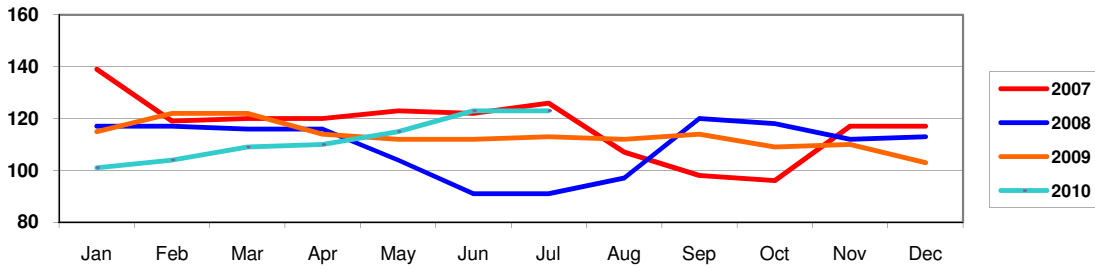
Northwest
Sold Price per Square Foot

Past 3 Month Avg: \$116

(July 2010: \$101)

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Price Per Square Foot - Northeast

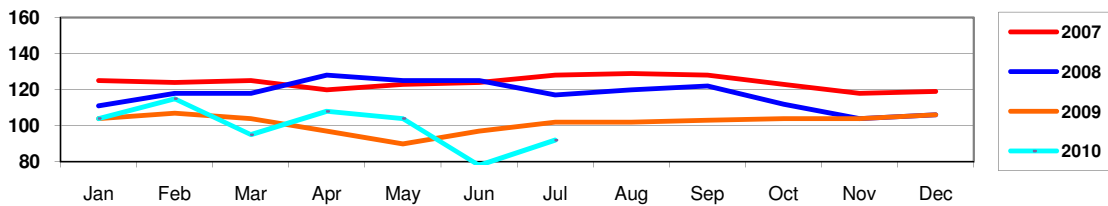


Northeast
Sold Price per
Square Foot

Past 3 Month Avg:
\$123

(July 2010: \$123)

Price Per Square Foot - Southeast

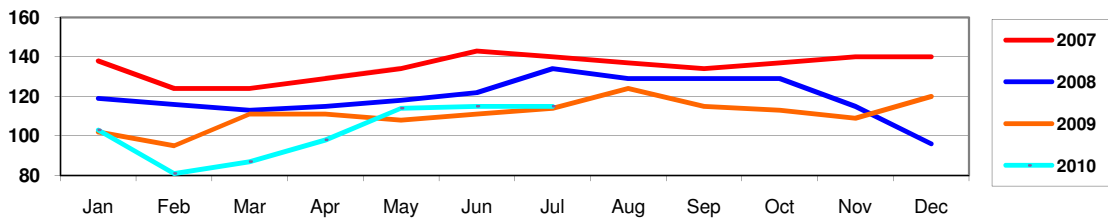


Southeast
Sold Price per
Square Foot

Past 3 Month
Avg: \$92

(July 2010: \$86)

Price Per Square Foot - Southwest

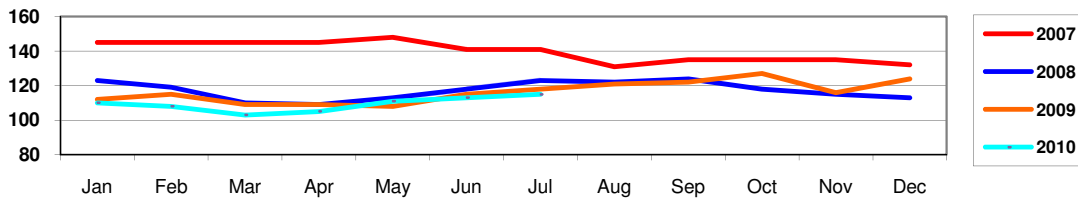


Southwest
Sold Price per
Square Foot

Past 3 Month
Avg: \$115

(July 2010: \$106)

Price Per Square Foot - Ridgecrest Heights



Ridgecrest
Heights
Sold Price per
Square Foot

Past 3 Month
Avg: \$115

(July 2010: \$113)

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