

County: Los Angeles



**Lissett Evanzia, CRP**

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Price Range: All | Properties: SFH - Condo - TwnHm

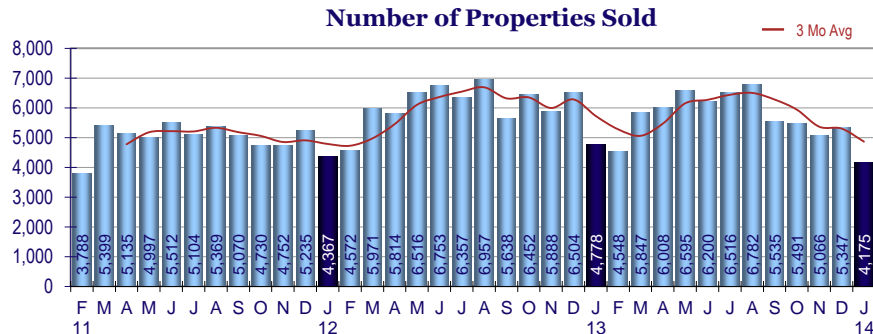
## Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$480,000	3%		20%				
Average List Price of all Current Listings	\$1,004,642	-1%		8%				
January Median Sales Price	\$430,000	-3%	-2%	23%	1%	\$430,000	23%	1%
January Average Sales Price	\$620,379	-5%	-3%	27%	1%	\$620,379	27%	1%
Total Properties Currently for Sale (Inventory)	14,383	11%		7%				
January Number of Properties Sold	4,175	-22%		-13%		4,175	-13%	
January Average Days on Market (Solds)	54	13%	15%	-11%	17%	54	-11%	17%
Asking Price per Square Foot (based on New Listings)	\$379	10%	4%	14%	6%	\$379	14%	6%
January Sold Price per Square Foot	\$343	-3%	-2%	23%	2%	\$343	23%	2%
January Month's Supply of Inventory	3.4	42%	17%	22%	34%	3.4	22%	34%
January Sale Price vs List Price Ratio	99.6%	-2%	1.2%	.0%	.6%	98.3%	.5%	-7%

\* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2013) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

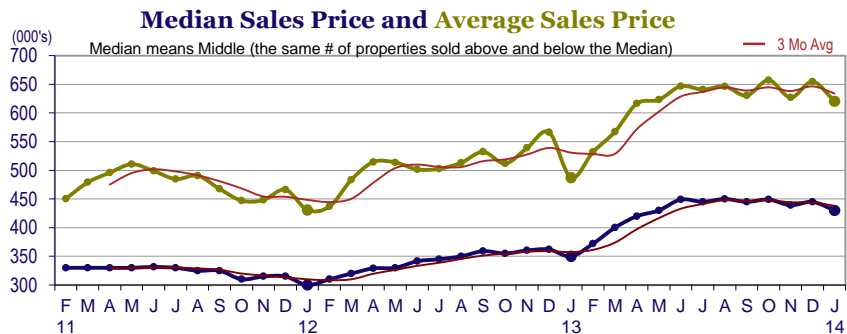
## Property Sales

January Property sales were 4,175, down 12.6% from 4,778 in January of 2013 and 21.9% lower than the 5,347 sales last month. January 2014 sales were at their lowest level compared to January of 2013 and 2012. January YTD sales of 4,175 are running 12.6% behind last year's year-to-date sales of 4,778.



## Prices

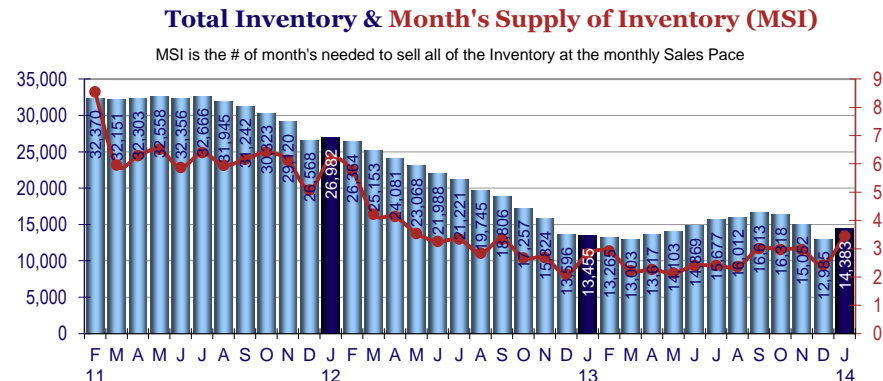
The Median Sales Price in January was \$430,000, up 22.9% from \$350,000 in January of 2013 and down 3.4% from \$445,000 last month. The Average Sales Price in January was \$620,379, up 27.3% from \$487,190 in January of 2013 and down 5.2% from \$654,641 last month. January 2014 ASP was at the highest level compared to January of 2013 and 2012.



## Inventory & MSI

The Total Inventory of Properties available for sale as of January was 14,383, up 10.8% from 12,985 last month and up 6.9% from 13,455 in January of last year. January 2014 Inventory was at a mid level compared with January of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The January 2014 MSI of 3.4 months was at a mid level compared with January of 2013 and 2012.



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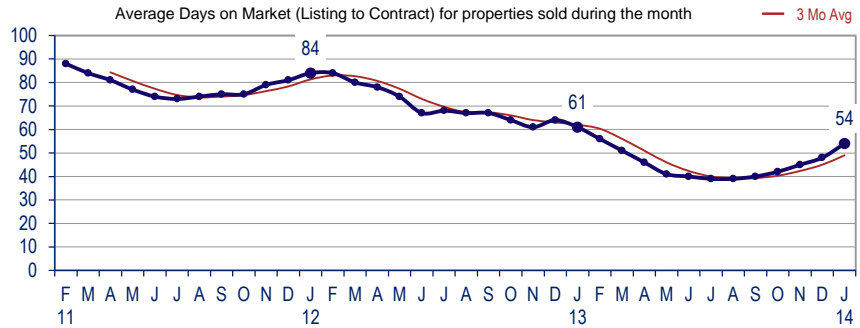
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## Market Time

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 54, up 12.5% from 48 days last month and down 11.5% from 61 days in January of last year. The January 2014 DOM was at its lowest level compared with January of 2013 and 2012.

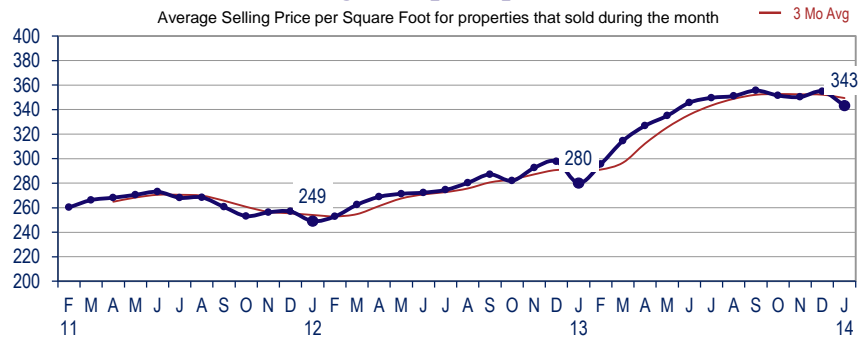
## Days On Market for Sold Properties



## 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 2014 Selling Price per Square Foot of \$343 was down 3.3% from \$355 last month and up 22.6% from 280 in January of last year.

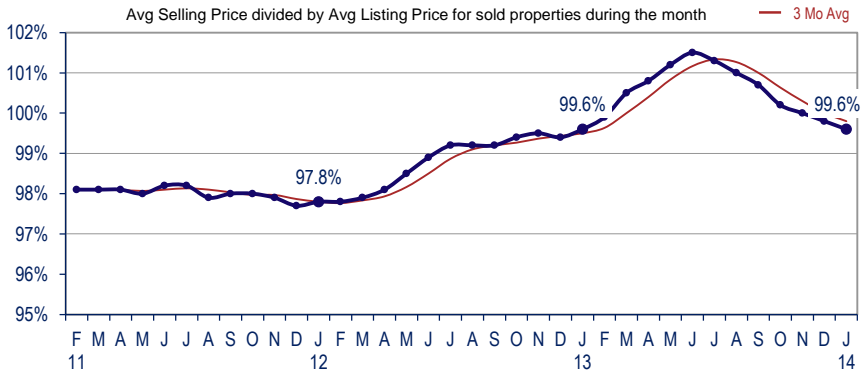
## Selling Price per Square Foot



## 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 2014 Selling Price vs Original List Price of 99.6% was down from 99.8% last month and equal to 99.6% in January of last year.

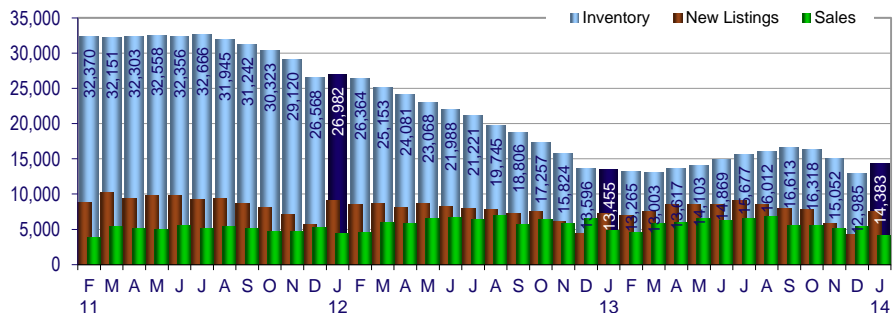
## Selling Price versus Listing Price Ratio



## 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 2014 was 7,509, up 75.8% from 4,271 last month and up 3.0% from 7,288 in January of last year.

## Inventory / New Listings / Sales



# Inventory / Listings / Sales

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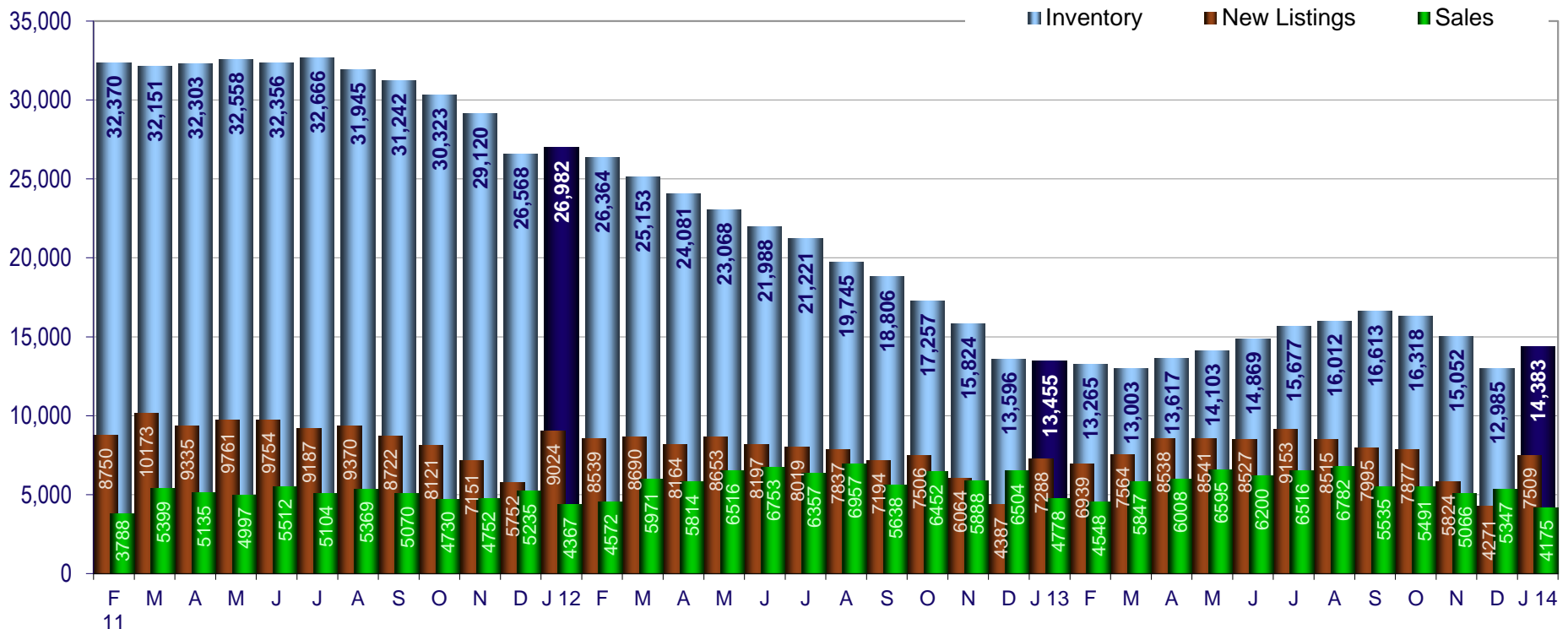
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January 2014



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