

County: Los Angeles



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

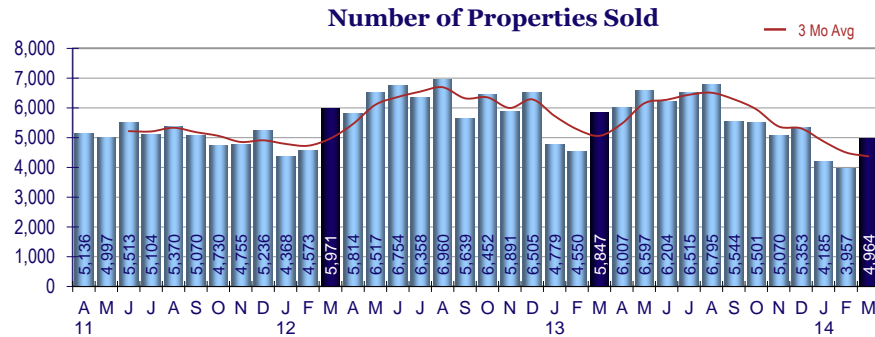
Market Profile & Trends Overview

| | Month | Trending versus*: | | | | YTD | Trending versus*: | |
|--|-------------|-------------------|------|------|-----|-----------|-------------------|------------|
| | | LM | L3M | PYM | LY | | Prior YTD | Prior Year |
| Median List Price of all Current Listings | \$510,000 | 6% | | 19% | | | | |
| Average List Price of all Current Listings | \$1,036,998 | 3% | | 6% | | | | |
| March Median Sales Price | \$455,000 | 3% | 3% | 14% | 7% | \$440,000 | 17% | 3% |
| March Average Sales Price | \$674,274 | -2% | 2% | 19% | 10% | \$661,318 | 24% | 8% |
| Total Properties Currently for Sale (Inventory) | 15,935 | 11% | | 22% | | | | |
| March Number of Properties Sold | 4,964 | 25% | | -15% | | 13,106 | -14% | |
| March Average Days on Market (Solds) | 50 | -6% | -2% | -2% | 9% | 52 | -7% | 13% |
| Asking Price per Square Foot (based on New Listings) | \$391 | 2% | 3% | 14% | 9% | \$384 | 13% | 7% |
| March Sold Price per Square Foot | \$364 | 1% | 2% | 16% | 8% | \$357 | 20% | 6% |
| March Month's Supply of Inventory | 3.2 | -11% | -6% | 44% | 23% | 3.4 | 28% | 31% |
| March Sale Price vs List Price Ratio | 99.8% | .2% | 1.4% | -7% | .8% | 98.5% | -0.0% | -6% |

* 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)

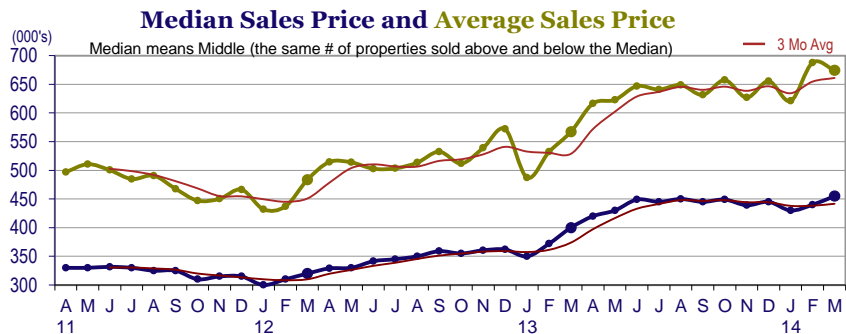
Property Sales

March Property sales were 4,964, down 15.1% from 5,847 in March of 2013 and 25.4% higher than the 3,957 sales last month. March 2014 sales were at their lowest level compared to March of 2013 and 2012. March YTD sales of 13,106 are running 13.6% behind last year's year-to-date sales of 15,176.



Prices

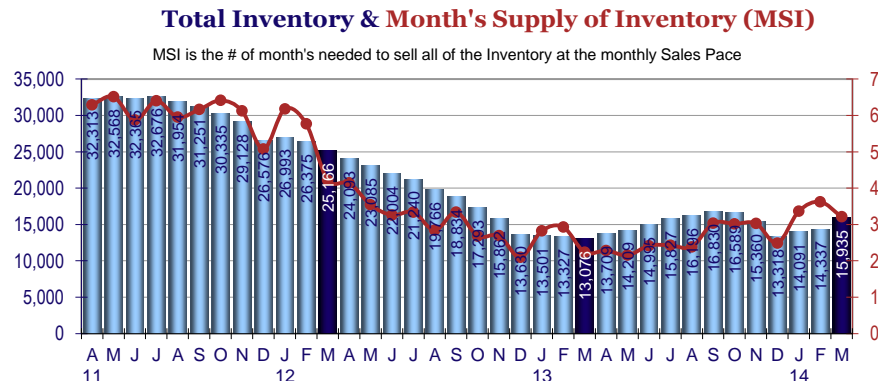
The Median Sales Price in March was \$455,000, up 13.8% from \$400,000 in March of 2013 and up 3.4% from \$440,000 last month. The Average Sales Price in March was \$674,274, up 18.9% from \$567,198 in March of 2013 and down 2.0% from \$687,785 last month. March 2014 ASP was at the highest level compared to March of 2013 and 2012.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 15,935, up 11.1% from 14,337 last month and up 21.9% from 13,076 in March of last year. March 2014 Inventory was at a mid level compared with March of 2013 and 2012.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The March 2014 MSI of 3.2 months was at a mid level compared with March of 2013 and 2012.



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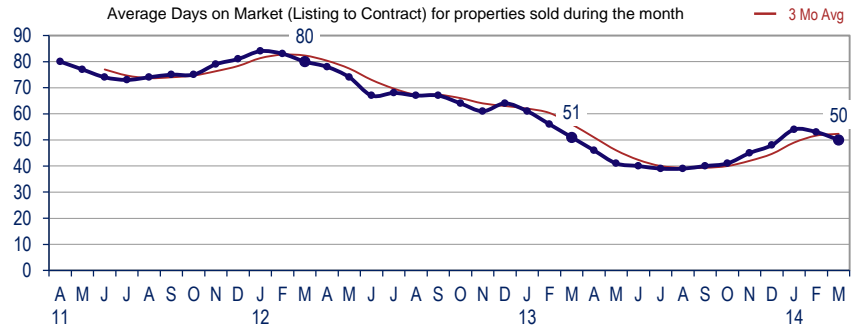
RESIDENTIAL BROKERAGE

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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 March was 50, down 5.7% from 53 days last month and down 2.0% from 51 days in March of last year. The March 2014 DOM was at its lowest level compared with March of 2013 and 2012.

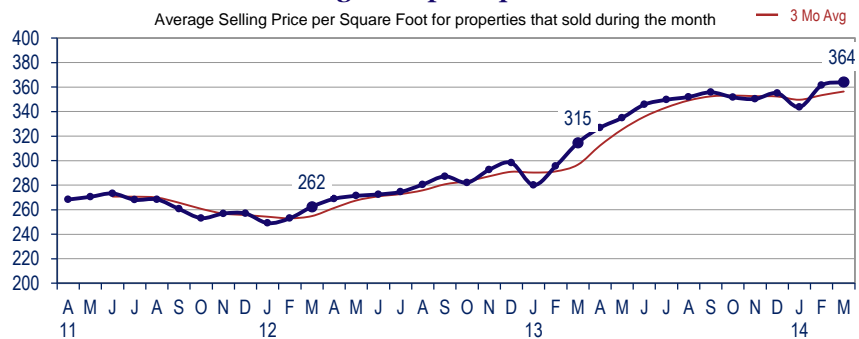
Days On Market for Sold Properties



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 March 2014 Selling Price per Square Foot of \$364 was up 0.7% from \$361 last month and up 15.8% from 315 in March of last year.

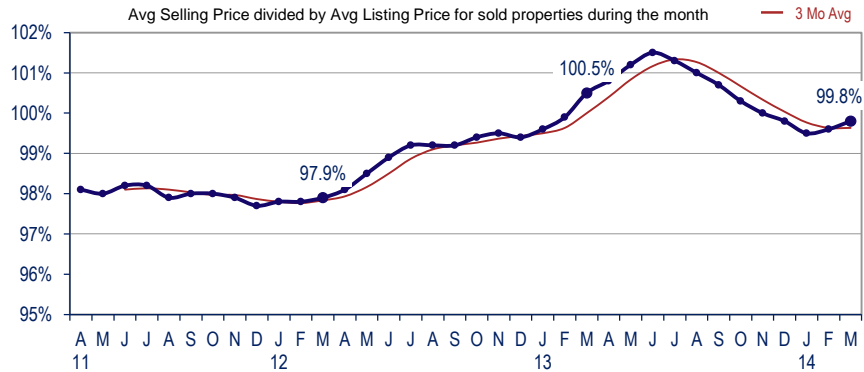
Selling Price per Square Foot



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 March 2014 Selling Price vs Original List Price of 99.8% was up from 99.6% last month and down from 100.5% in March of last year.

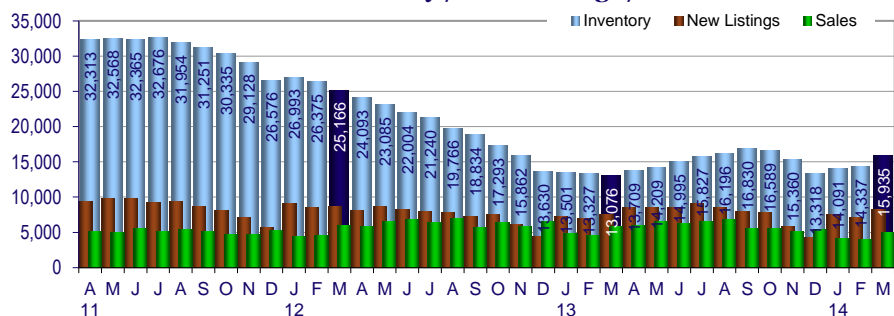
Selling Price versus Listing Price Ratio



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 March 2014 was 8,299, up 17.4% from 7,067 last month and up 9.6% from 7,570 in March of last year.

Inventory / New Listings / Sales



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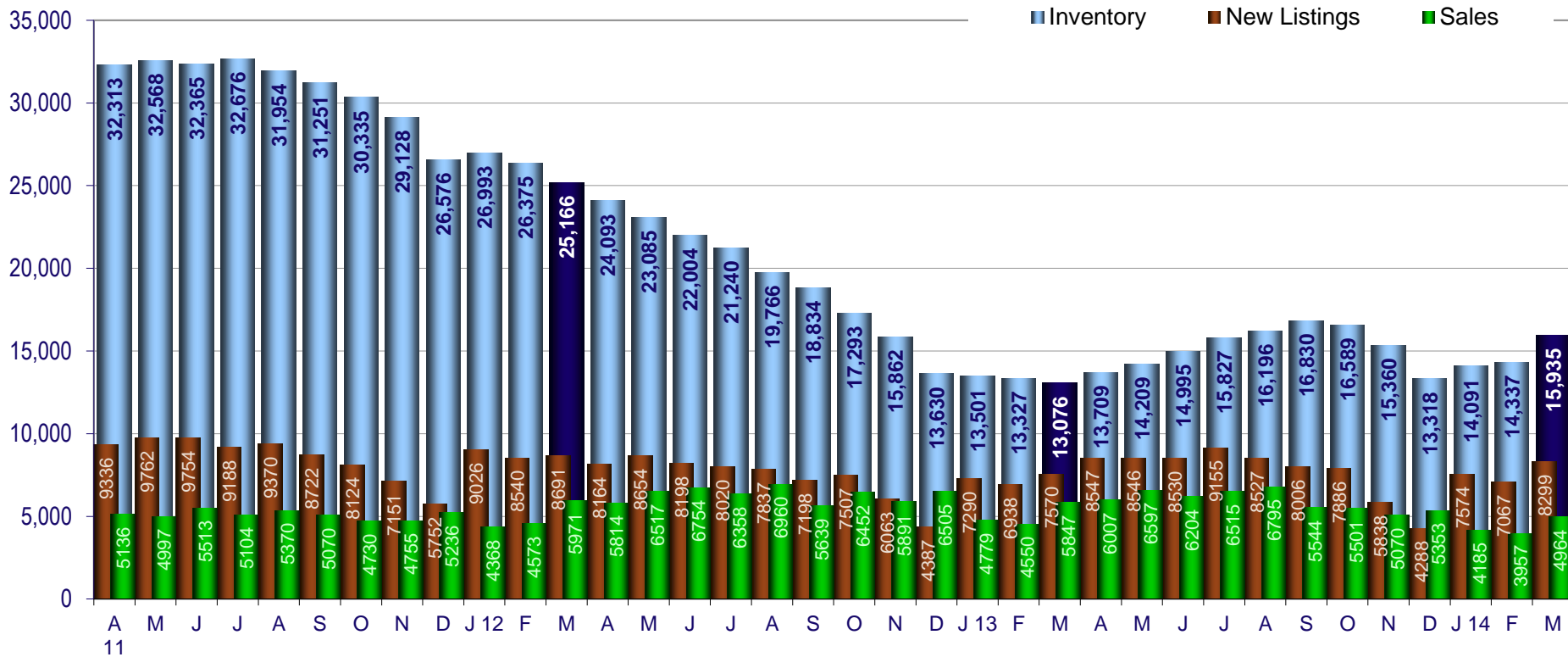
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March 2014



Inventory / New Listings / Sales

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