

County: Orange



Lissett Evanzia, CRP

Relocation Manager, Southern California
 949.385.8932 / 800.733.1380
 lissett.evanzia@camoves.com
 www.camoves.com/relocation



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

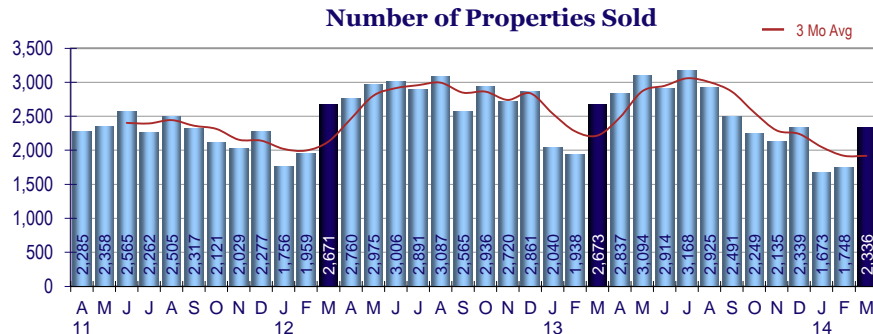
Market Profile & Trends Overview

	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$645,000	2%		9%				
Average List Price of all Current Listings	\$1,091,964	-2%		-10%				
March Median Sales Price	\$545,000	1%	1%	11%	5%	\$539,000	14%	4%
March Average Sales Price	\$686,850	-3%	0%	9%	4%	\$686,163	14%	4%
Total Properties Currently for Sale (Inventory)	7,929	22%		65%				
March Number of Properties Sold	2,336	34%		-13%		5,757	-13%	
March Average Days on Market (Solds)	53	-7%	0%	18%	23%	54	0%	26%
Asking Price per Square Foot (based on New Listings)	\$409	1%	3%	12%	10%	\$401	14%	8%
March Sold Price per Square Foot	\$361	-2%	2%	14%	6%	\$358	16%	5%
March Month's Supply of Inventory	3.4	-9%	-5%	89%	41%	3.6	60%	49%
March Sale Price vs List Price Ratio	98.3%	.1%	1.3%	-1.1%	.4%	97.1%	-8%	-9%

* 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)

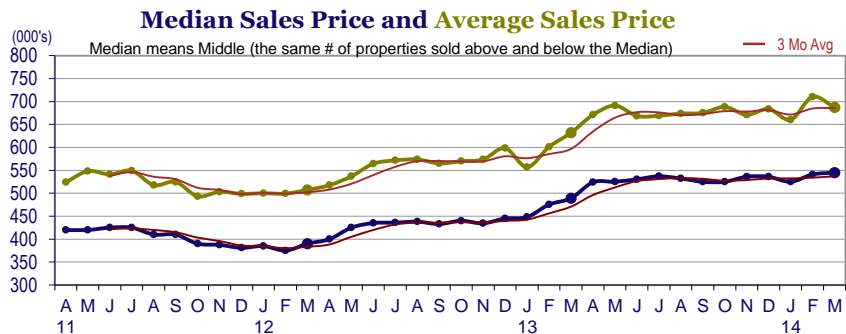
Property Sales

March Property sales were 2,336, down 12.6% from 2,673 in March of 2013 and 33.6% higher than the 1,748 sales last month. March 2014 sales were at their lowest level compared to March of 2013 and 2012. March YTD sales of 5,757 are running 13.4% behind last year's year-to-date sales of 6,651.



Prices

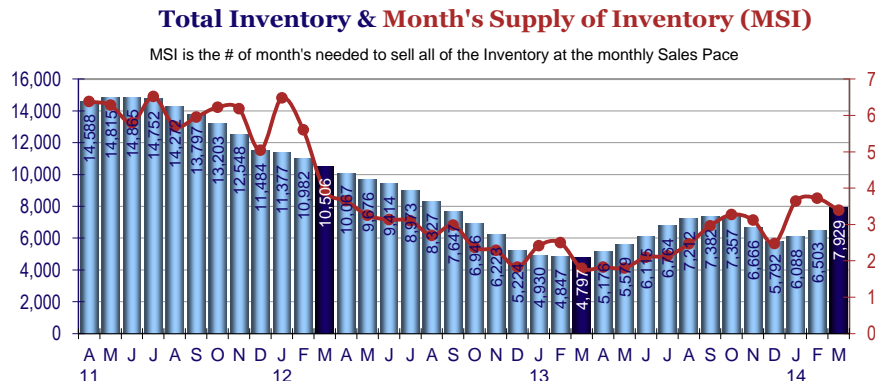
The Median Sales Price in March was \$545,000, up 11.5% from \$489,000 in March of 2013 and up 0.7% from \$541,000 last month. The Average Sales Price in March was \$686,850, up 8.7% from \$631,782 in March of 2013 and down 3.3% from \$710,130 last month. March 2014 ASP was at the highest level compared to March of 2013 and 2012.



Inventory & MSI

The Total Inventory of Properties available for sale as of March was 7,929, up 21.9% from 6,503 last month and up 65.3% from 4,797 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 3.4 months was at a mid level compared with March of 2013 and 2012.



County: *Orange*



Lissett Evanzia, CRP

Relocation Manager, Southern California
 949.385.8932 / 800.733.1380
 lissett.evanzia@camoves.com
 www.camoves.com/relocation



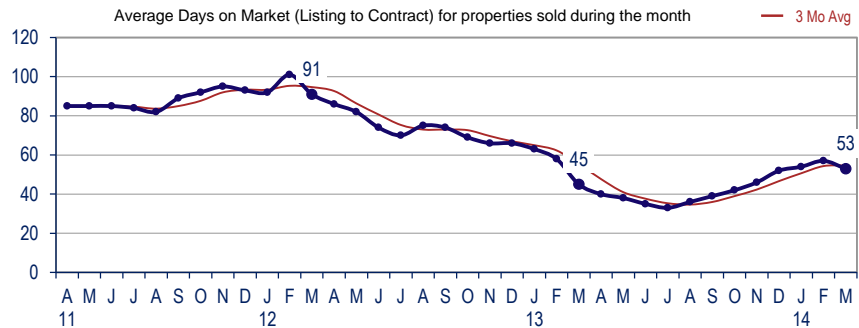
RESIDENTIAL BROKERAGE

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

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 53, down 7.0% from 57 days last month and up 17.8% from 45 days in March of last year. The March 2014 DOM was at a mid level compared with March of 2013 and 2012.

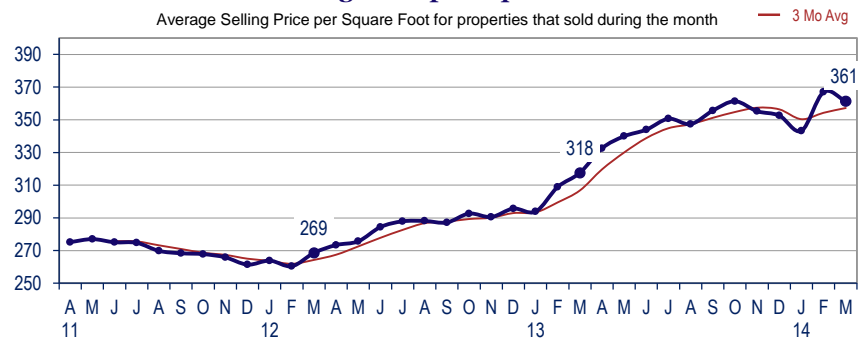
Days On Market for Sold Properties



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 \$361 was down 1.5% from \$367 last month and up 13.8% from 318 in March of last year.

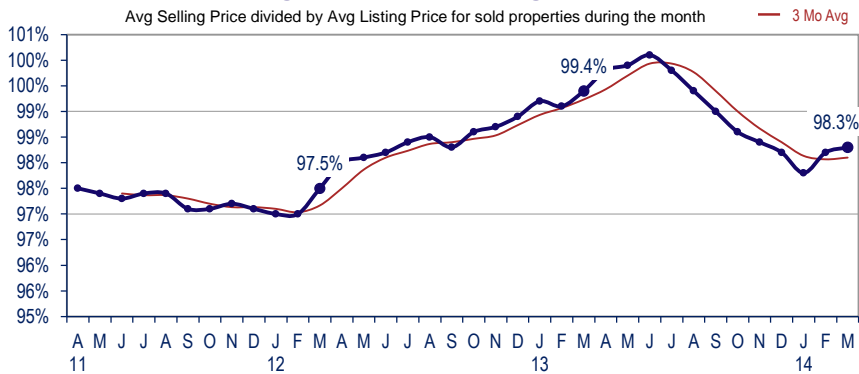
Selling Price per Square Foot



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 98.3% was up from 98.2% last month and down from 99.4% in March of last year.

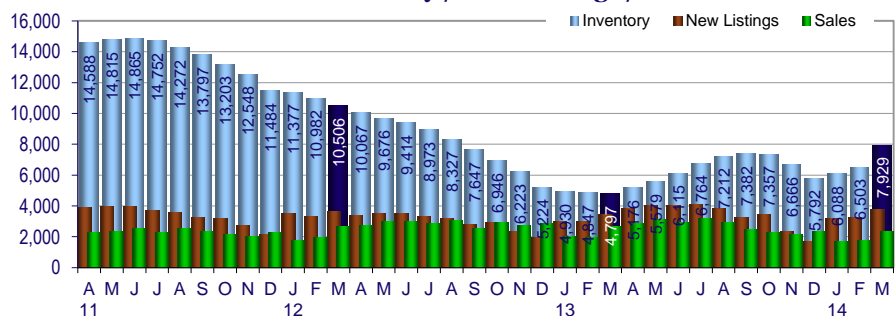
Selling Price versus Listing Price Ratio



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 3,800, up 17.7% from 3,228 last month and up 10.7% from 3,432 in March of last year.

Inventory / New Listings / Sales



Inventory / Listings / Sales

County: Orange

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



Lissett Evanzia, CRP

Relocation Manager, Southern California

949.385.8932 / 800.733.1380

lissett.evanzia@camoves.com

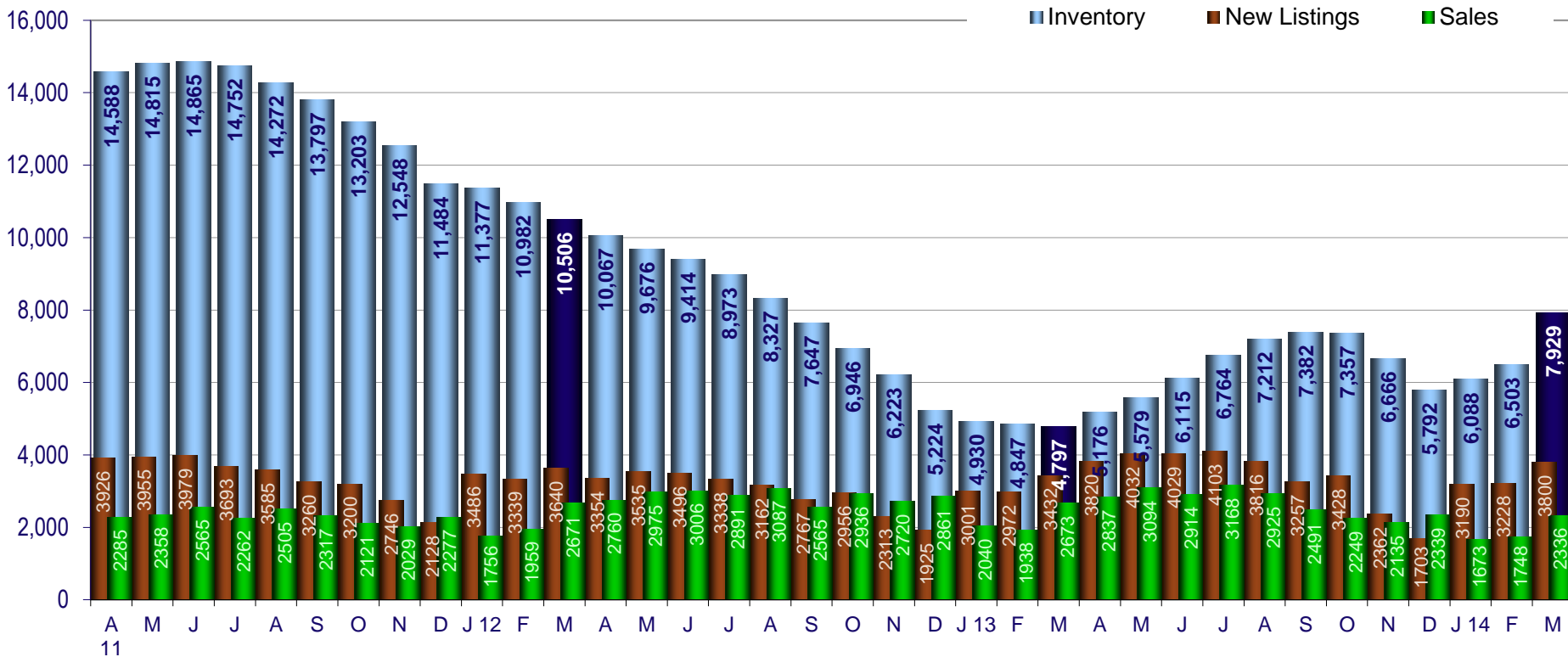
www.camoves.com/relocation

March 2014



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 3,800, up 17.7% from 3,228 last month and up 10.7% from 3,432 in March of last year.



Copyright © Coldwell Banker Preferred | Price Range: All | Property Types: SFH - Condo - TwnHm

Data is provided courtesy of California Real Estate Technology Services, Santa Barbara Association of Realtors and Sandicor, Inc. and may not reflect all relevant real estate activity. Coldwell Banker Preferred does not warrant or guarantee does not warrant or guarantee the accuracy of this information. It is the responsibility of any buyer or seller to verify any and all information relevant to such consumer's real estate transaction.