

Facts and Trends™

Published Jan. 2010**



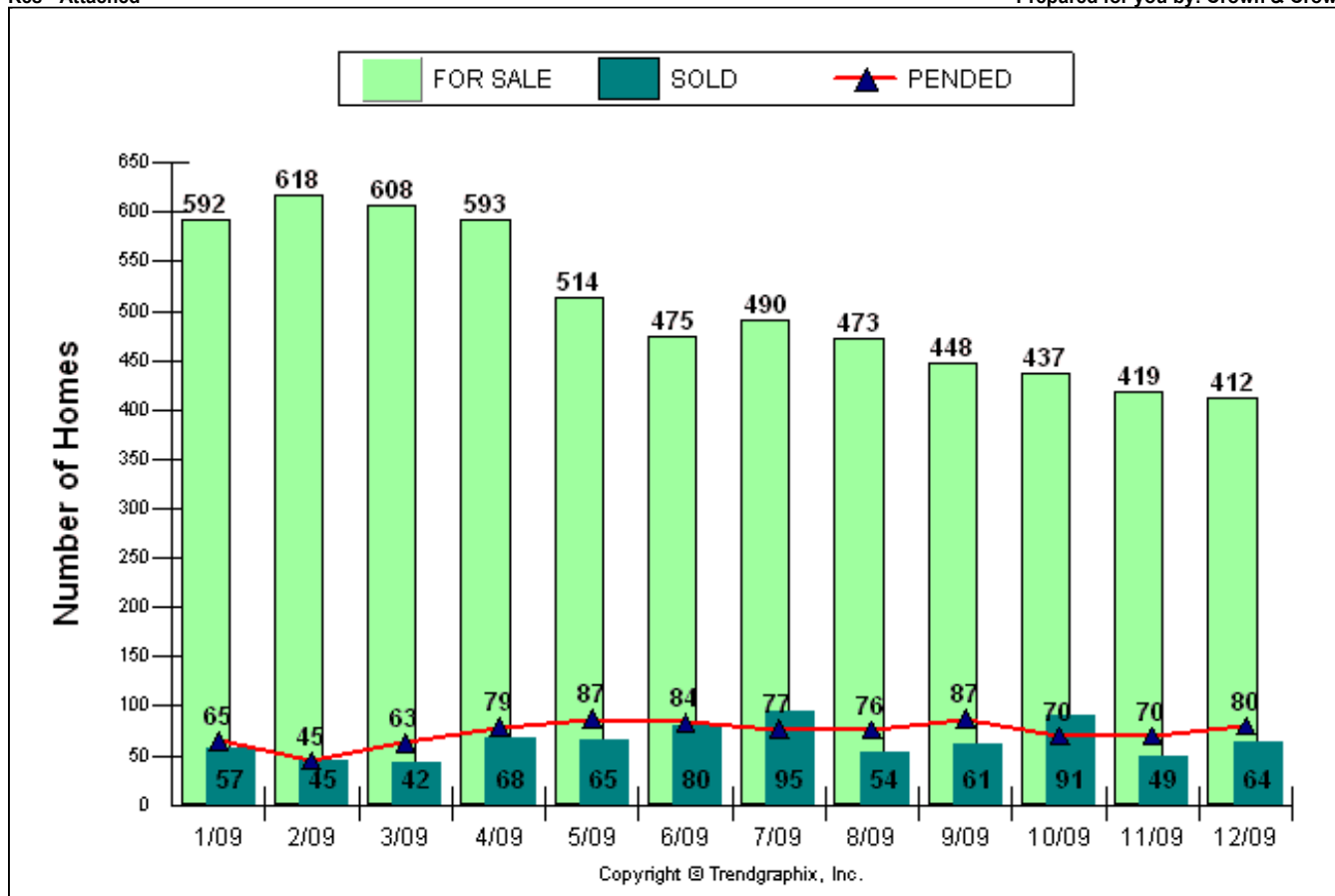
Location : ZIP 92101

Number of Homes For Sale vs. Sold vs. Pended (Jan. 2009 - Dec. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Res - Attached

Prepared for you by: Crown & Crown



	1 month			12 months		
	Nov 09	Dec 09	% Change	Jan 09	Dec 09	% Change
For Sale	419	412	-1.7% ↓	592	412	-30.4% ↓
Sold	49	64	30.6% ↑	57	64	12.3% ↑
Pended	70	80	14.3% ↑	65	80	23.1% ↑

Date	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09	10/09	11/09	12/09
For Sale	592	618	608	593	514	475	490	473	448	437	419	412
New Listing	214	127	166	163	164	163	172	157	156	144	127	110
Sold	57	45	42	68	65	80	95	54	61	91	49	64
Pended	65	45	63	79	87	84	77	76	87	70	70	80
Mon of Inv. on Sold	10.4	13.7	14.5	8.7	7.9	5.9	5.2	8.8	7.3	4.8	8.6	6.4
Mon of Inv. on Pended	9.1	13.7	9.7	7.5	5.9	5.7	6.4	6.2	5.1	6.2	6	5.2
Absorption Rt. on Sold	9.6	7.3	6.9	11.5	12.6	16.8	19.4	11.4	13.6	20.8	11.7	15.5
Absorption Rt. on Pended	11	7.3	10.4	13.3	16.9	17.7	15.7	16.1	19.4	16	16.7	19.4
Avg. Act Price	727	707	712	725	757	773	743	770	804	787	752	729
Avg. Sld Price	602	470	419	517	425	509	416	435	427	484	408	387
Avg. Sq Ft Price	530.8	443.5	430.1	396.4	395.6	446.2	401	405.2	391.7	419.9	413.4	389.7
Sold/List Diff. %	95	95	95	97	96	95	95	97	96	96	98	96
Days on Market	92	52	56	58	58	84	68	67	73	82	53	88
Sold/Orig LP Diff. %	89	92	91	92	91	86	90	92	91	90	96	92
Avg CDOM	0	0	0	0	0	0	0	0	0	0	0	0
Median Price	390	375	318	345	362	433	340	380	380	385	335	346

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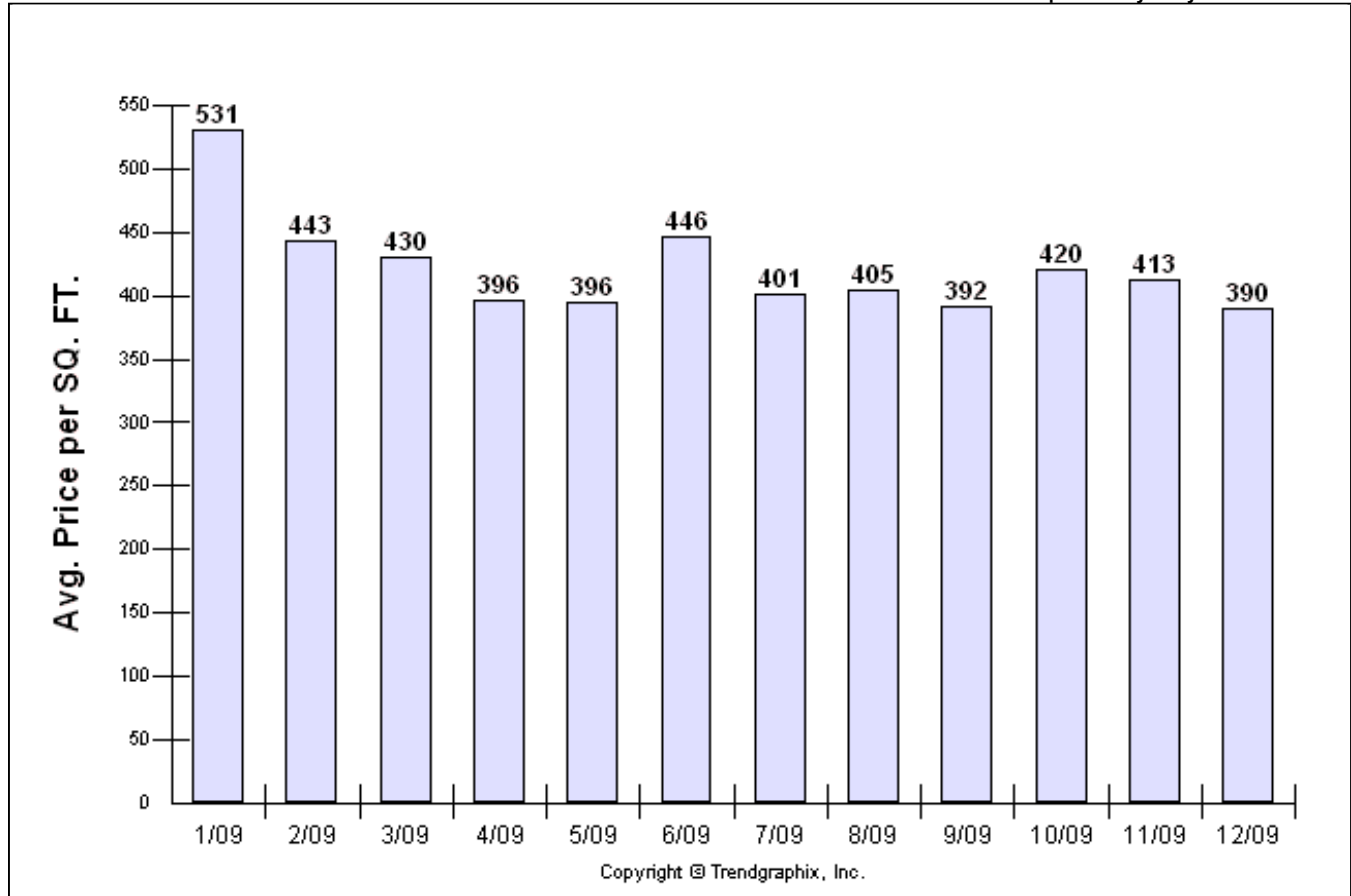
Location : ZIP 92101

Average Home Sold Price per SQFT (Jan. 2009 - Dec. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Res - Attached

Prepared for you by: Crown & Crown



	1 month			12 months								
	Nov 09	Dec 09	% Change	Jan 09	Dec 09	% Change						
Avg. Sq. Ft. Price	413	390	-5.7% ↓	531	390	-26.6% ↓						
Date	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09	10/09	11/09	12/09
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Sold/List Diff. %	95	95	95	97	96	95	95	97	96	96	98	96
Days on Market	92	52	56	58	58	84	68	67	73	82	53	88
Sold/Orig LP Diff. %	89	92	91	92	91	86	90	92	91	90	96	92
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Median Price	390	375	318	345	362	433	340	380	380	385	335	346

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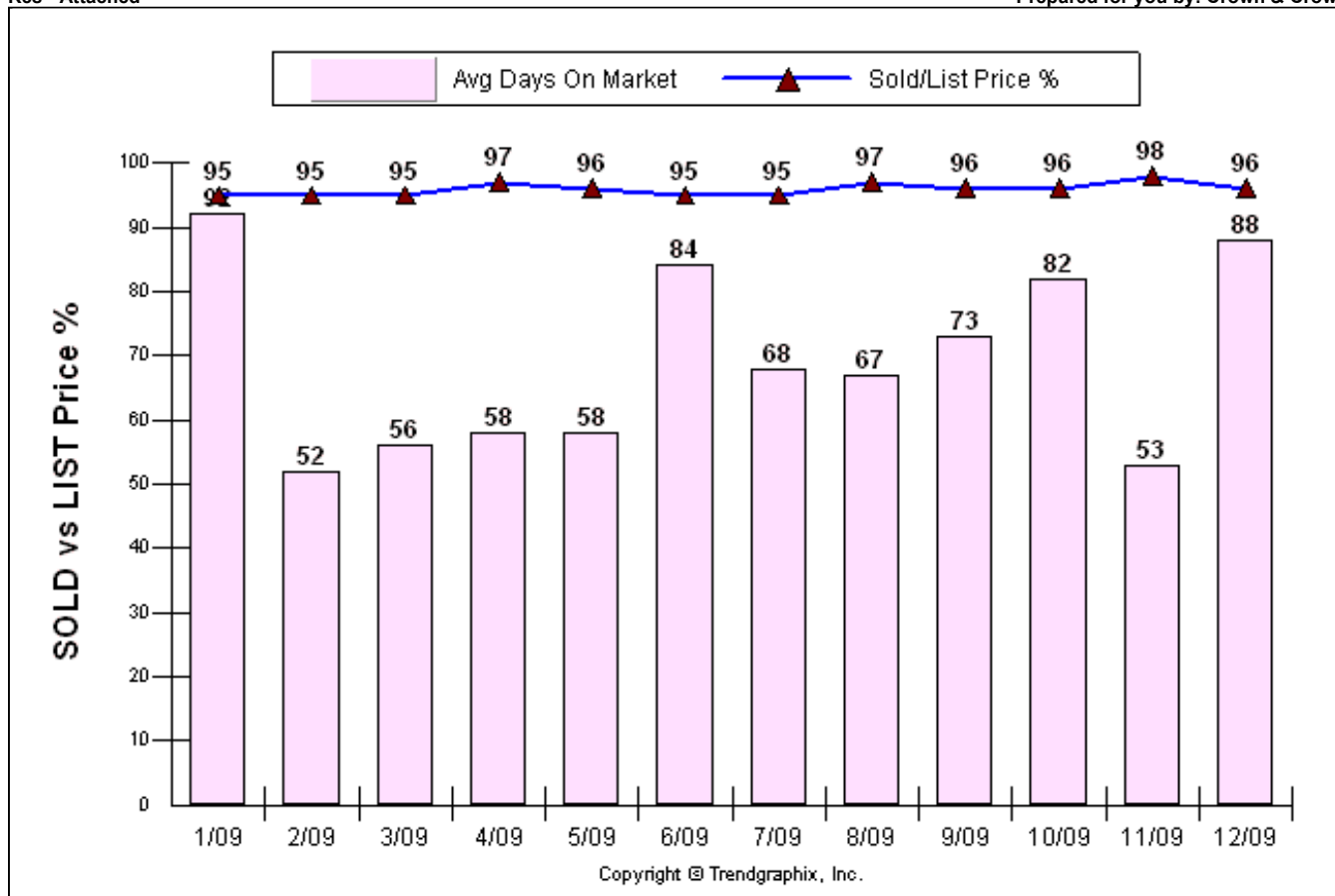
Location : ZIP 92101

Avg DOM & SP/LP % (Jan. 2009 - Dec. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Res - Attached

Prepared for you by: Crown & Crown



	1 month			12 months		
	Nov 09	Dec 09	% Change	Jan 09	Dec 09	% Change
Avg. Days on Market	53	88	66% ↑	92	88	-4.3% ↓
Sold/List Diff. %	98	96	-2% ↓	95	96	1.1% ↑

Date	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09	10/09	11/09	12/09
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Days on Market	92	52	56	58	58	84	68	67	73	82	53	88
Sold/Orig LP Diff. %	89	92	91	92	91	86	90	92	91	90	96	92
Avg CDOM	0	0	0	0	0	0	0	0	0	0	0	0
Median Price	390	375	318	345	362	433	340	380	380	385	335	346

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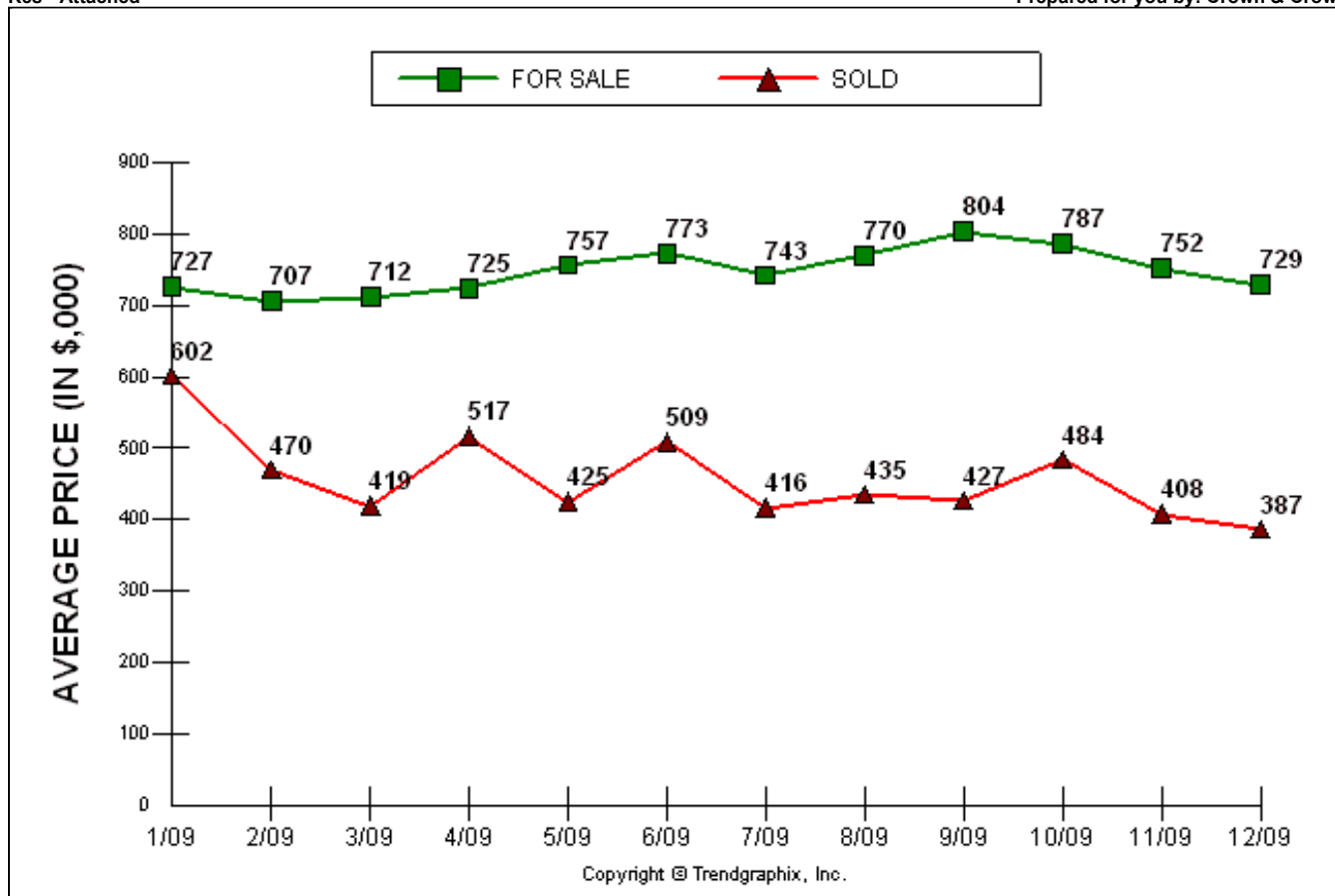
Location : ZIP 92101

Avg Price For Sale & Sold (Jan. 2009 - Dec. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Res - Attached

Prepared for you by: Crown & Crown



	1 month			12 months		
	Nov 09	Dec 09	% Change	Jan 09	Dec 09	% Change
Avg. Active Price	752	729	-3.1% ↓	727	729	0.3% ↑
Avg. Sold Price	408	387	-5.1% ↓	602	387	-35.7% ↓

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Sold/Orig LP Diff. %	89	92	91	92	91	86	90	92	91	90	96	92
Avg CDOM	0	0	0	0	0	0	0	0	0	0	0	0
Median Price	390	375	318	345	362	433	340	380	380	385	335	346

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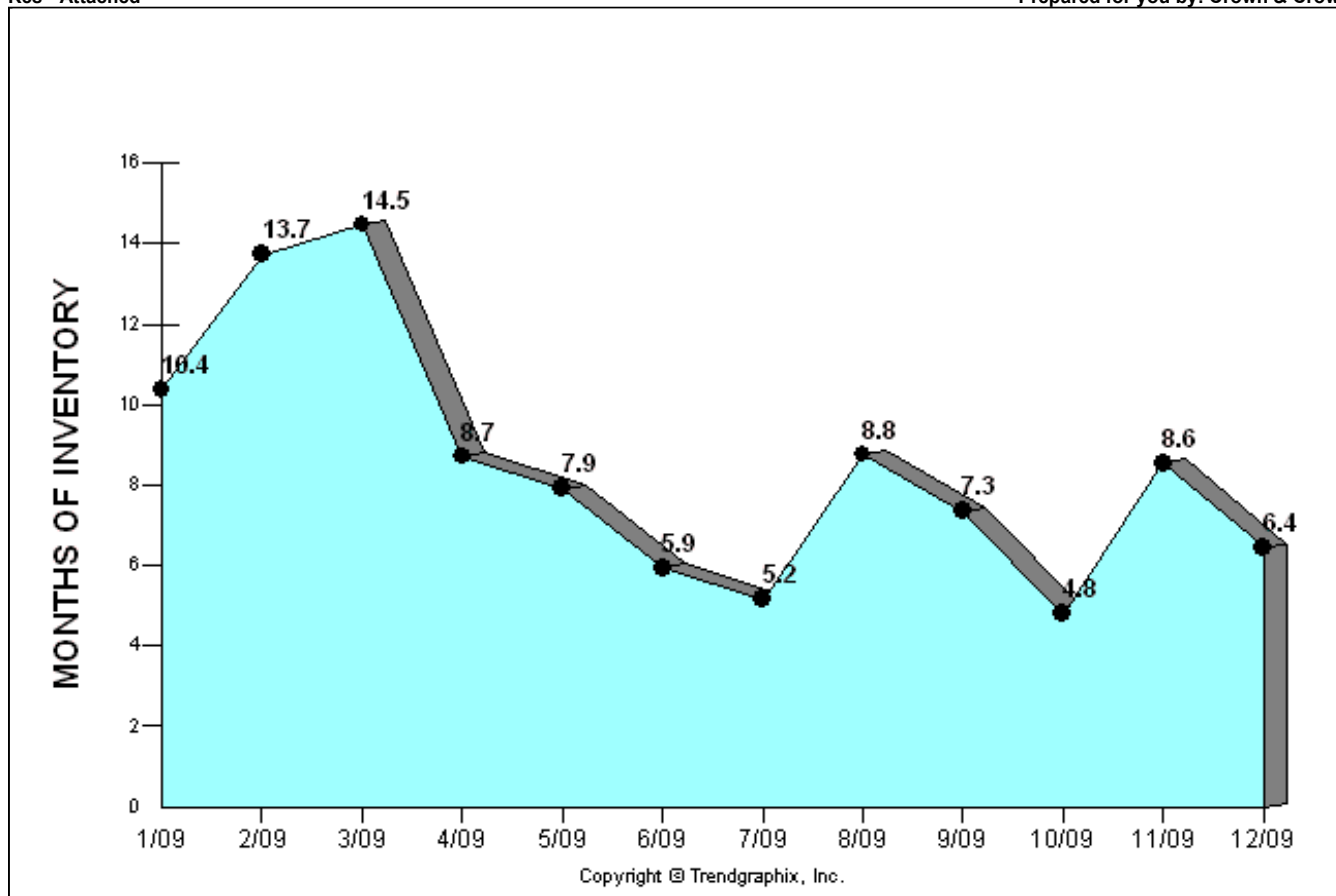
Location : ZIP 92101

Months of Inventory based on Closed Sales (Jan. 2009 - Dec. 2009)

Price Range: \$0 - No Limit, SQFT Range: 0 - No Limit, Year Built: 0 - No Limit

Res - Attached

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	1 month			12 months		
	Nov 09	Dec 09	% Change	Jan 09	Dec 09	% Change
Months of Inventory (Closed Sales)	8.6	6.4	-25.6% ↓	10.4	6.4	-38.5% ↓

Date	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09	10/09	11/09	12/09
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Sold/Orig LP Diff. %	89	92	91	92	91	86	90	92	91	90	96	92
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