

Zip Code: 92130

Pari Ziatabari



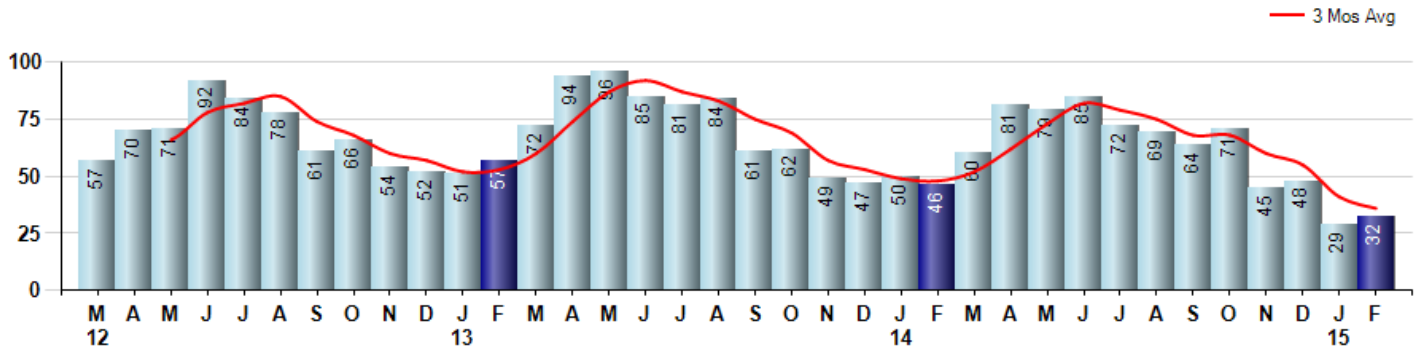
Price Range: \$0 to \$999,999,000 | Properties: Single Family Home, Townhome, Condo

Market Profile & Trends Overview	Trending Versus*:					Trending Versus*:		
	Month	LM	L3M	PYM	LY	YTD	PriorYTD	PriorYear
Median List Price of all Current Listings	\$1,175,000	-2%		-6%				
Average List Price of all Current Listings	\$1,816,978	4%		5%				
February Median Sales Price	\$889,500	45%	3%	5%	4%	\$770,000	-8%	-10%
February Average Sales Price	\$950,728	16%	-7%	14%	-2%	\$887,878	-1%	-9%
Total Properties Currently for Sale (Inventory)	137	5%		10%				
February Number of Properties Sold	32	10%		-30%			-37%	
February Average Days on Market (Solds)	52	-2%	4%	41%	41%	52	30%	41%
Asking Price per Square Foot (based on New Listings)	\$426	-3%	-2%	2%	2%	\$433	4%	3%
February Sold Price per Square Foot	\$404	2%	1%	4%	1%	\$400	3%	0%
February Month's Supply of Inventory	4.3	-5%	15%	58%	73%	4.4	79%	78%
February Sale Price vs List Price Ratio	97.5%	-0.8%	2%	-1%	0.4%	97.4%	0.6%	0.3%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year / YTD = Year-to-date

Property Sales

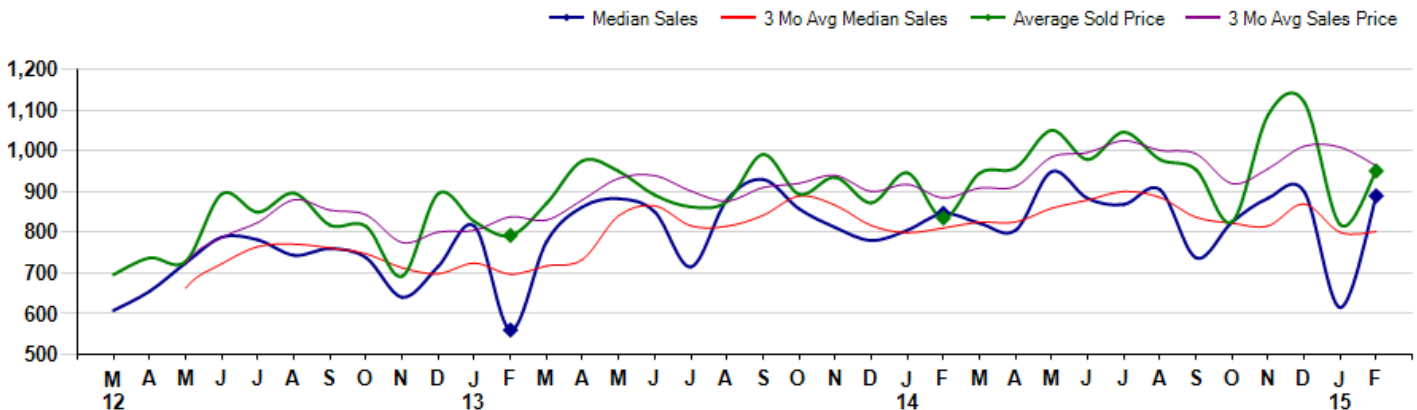
February Property sales were 32, down -30.4% from 46 in February of 2014 and 10.3% higher than the 29 sales last month. February 2015 sales were at their lowest level compared to February of 2014 and 2013. February YTD sales of 61 are running -36.5% behind last year's year-to-date sales of 96.



Prices

The Median Sales Price in February was \$889,500, up 5.1% from \$846,500 in February of 2014 and up 44.6% from \$615,000 last month. The Average Sales Price in February was \$950,728, up 13.9% from \$835,064 in February of 2014 and up 16.2% from \$818,526 last month. February 2015 ASP was at highest level compared to February of 2014 and 2013.

Median means Middle (the same # of properties sold above and below Median) (000's)



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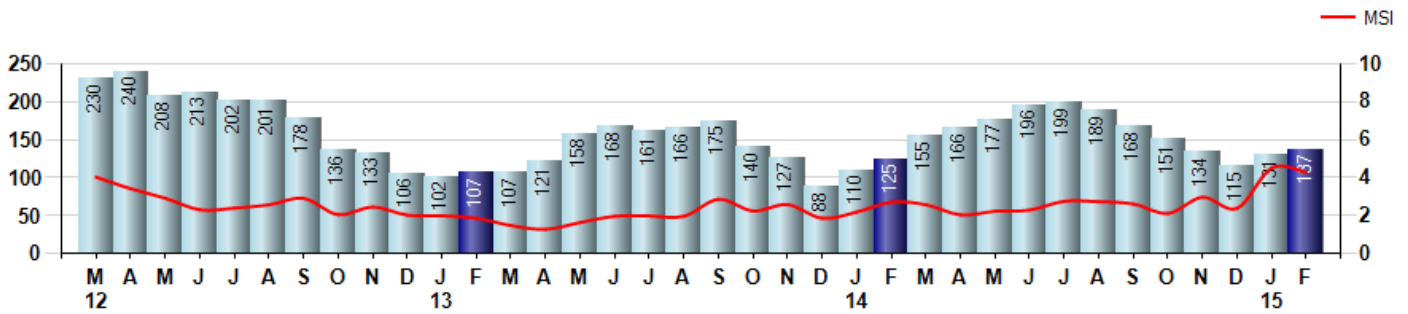
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Inventory & MSI

The Total Inventory of Properties available for sale as of February was 137, up 4.6% from 131 last month and up 9.6% from 125 in February of last year. February 2015 Inventory was at highest level compared to February of 2014 and 2013.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2015 MSI of 4.3 months was at its highest level compared with February of 2014 and 2013.

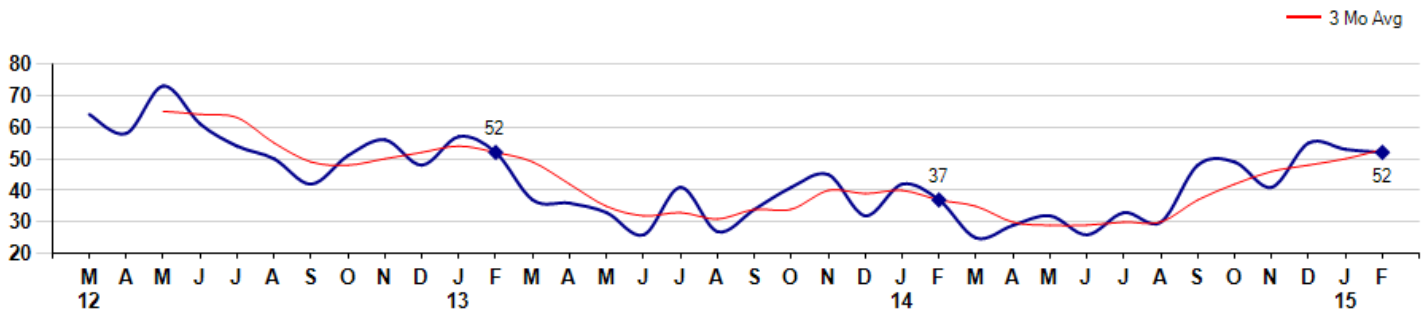
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



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 February was 52, down -1.9% from 53 days last month and up 40.5% from 37 days in February of last year. The February 2015 DOM was at a mid range compared with February of 2014 and 2013.

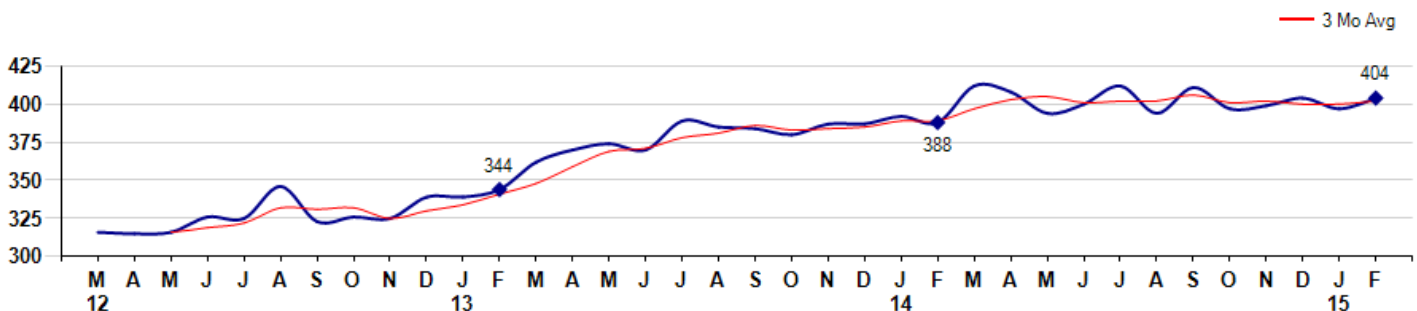
Average Days on Market(Listing to Contract) for properties sold during the month



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 February 2015 Selling Price per Square Foot of \$404 was up 1.8% from \$397 last month and up 4.1% from \$388 in February of last year.

Average Selling Price per Square Foot for properties that sold during the month



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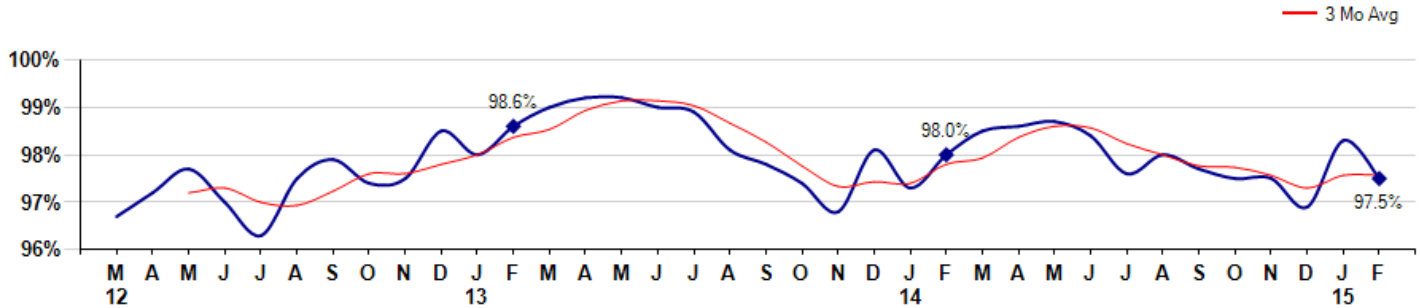


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Selling Price vs Listing Price

The Selling Price vs Listing Price reveals the average amount that Sellers are agreeing to come down from their 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 February 2015 Selling Price vs List Price of 97.5% was down from 98.3% last month and down from 98.0% in February of last year.

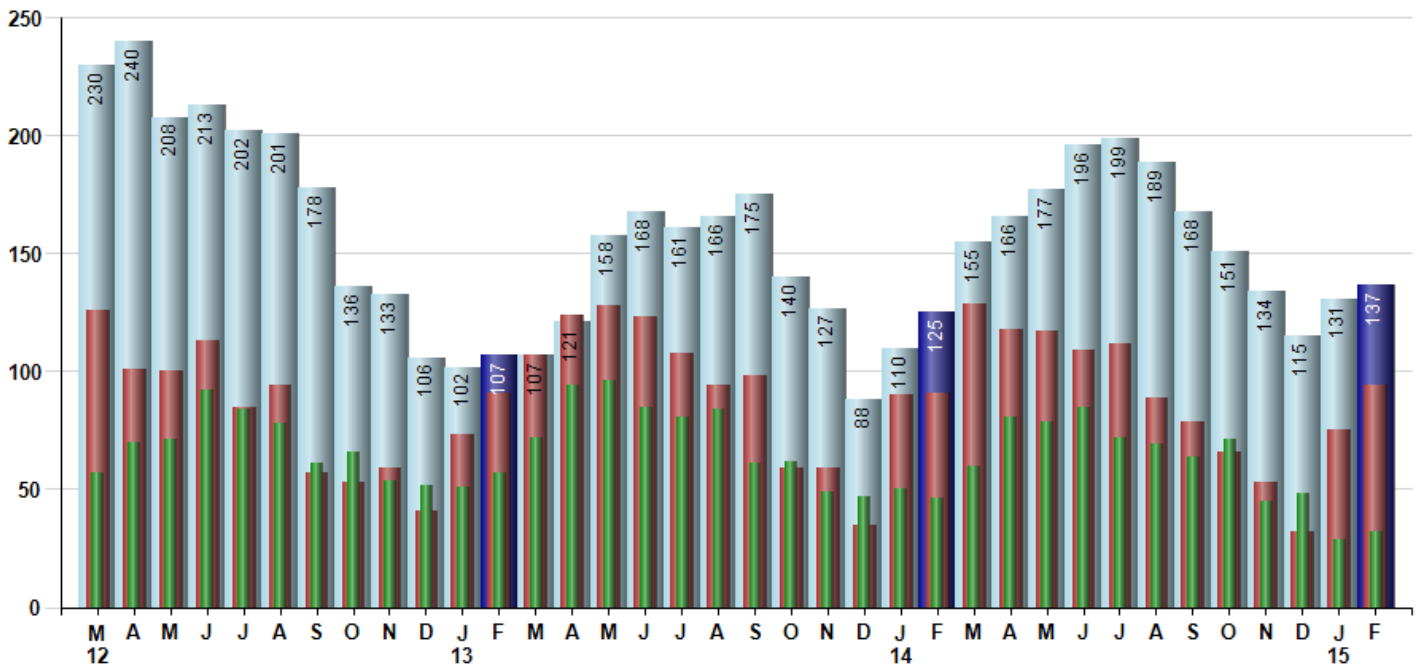
Avg Selling Price divided by Avg Listing Price for sold properties during the month



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 February 2015 was 94, up 25.3% from 75 last month and up 3.3% from 91 in February of last year.

Inventory New Listings Sold



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