

# MARKET ACTION REPORT

November 2011

MLS Area: South Of El Monte  
#214



Courtesy of  
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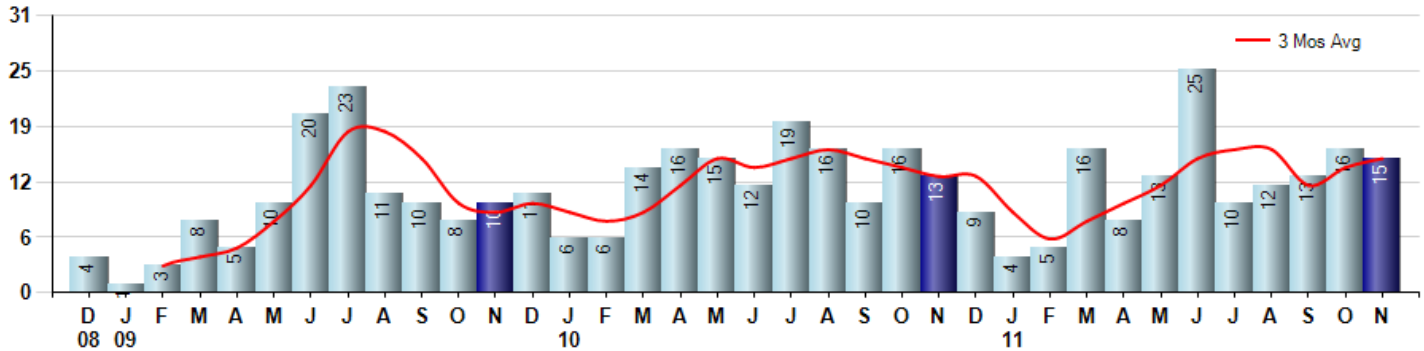
Price Range: ALL | Properties: Single Family Home

Market Profile & Trends Overview	Month	Trending Versus*:				YTD	Trending Versus*:	
		LM	L3M	PYM	LY		PriorYTD	PriorYear
Median List Price of all Current Listings	\$2,174,500	↑		↑				
Average List Price of all Current Listings	\$2,554,071	↑		↑				
November Median Sales Price	\$1,475,000	↓	↓	↑	↑	\$1,550,000	↑	↑
November Average Sales Price	\$1,671,983	↓	↓	↑	↑	\$1,713,685	↑	↑
Total Properties Currently for Sale (Inventory)	14	↓		↓				
November Number of Properties Sold	15	↓		↑		137	↓	
November Average Days on Market (Solds)	30	↑	↑	↔	↓	35	↓	↓
November Month's Supply of Inventory	0.9	↓	↓	↓	↓	2.2	↓	↓
November Sale Price vs List Price Ratio	97.8%	↓	↓	↓	↑	98.7%	↑	↑

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

## Property Sales

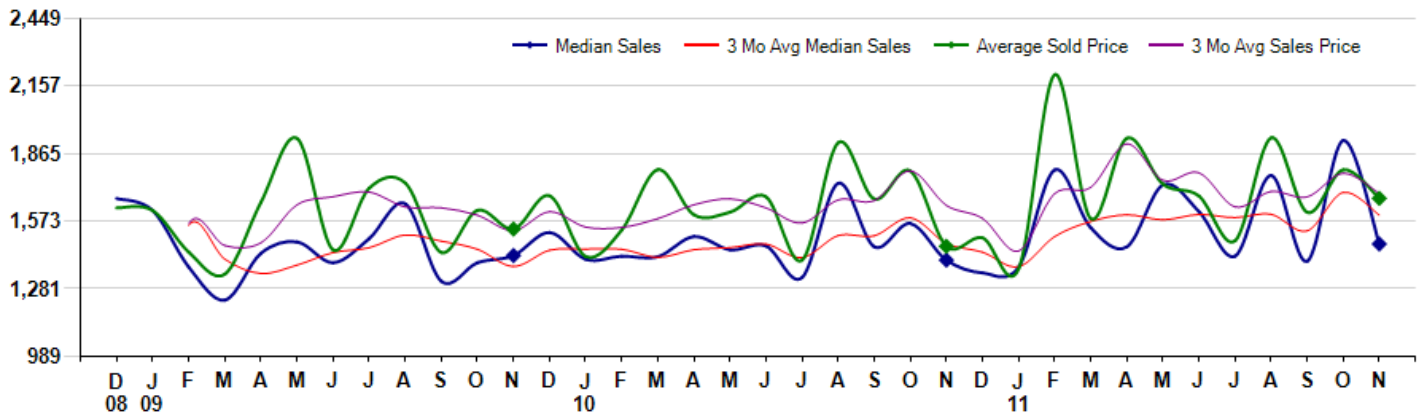
November Property sales were 15, up 15.4% from 13 in November of 2010 and -6.3% lower than the 16 sales last month. November 2011 sales were at their highest level compared to November of 2010 and 2009. November YTD sales of 137 are running -4.2% behind last year's year-to-date sales of 143.



## Prices

The Median Sales Price in November was \$1,475,000, up 5.0% from \$1,405,000 in November of 2010 and down -23.3% from \$1,922,500 last month. The Average Sales Price in November was \$1,671,983, up 14.1% from \$1,464,846 in November of 2010 and down -6.9% from \$1,795,750 last month. November 2011 ASP was at highest level compared to November of 2010 and 2009.

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



Based on information from MLSListings, Inc. for the period 12/1/2008 through 11/30/2011. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Therefore, Coldwell Banker Residential Brokerage does not guarantee the data accuracy. Data maintained by the MLS's may not reflect all real estate activity in the market.



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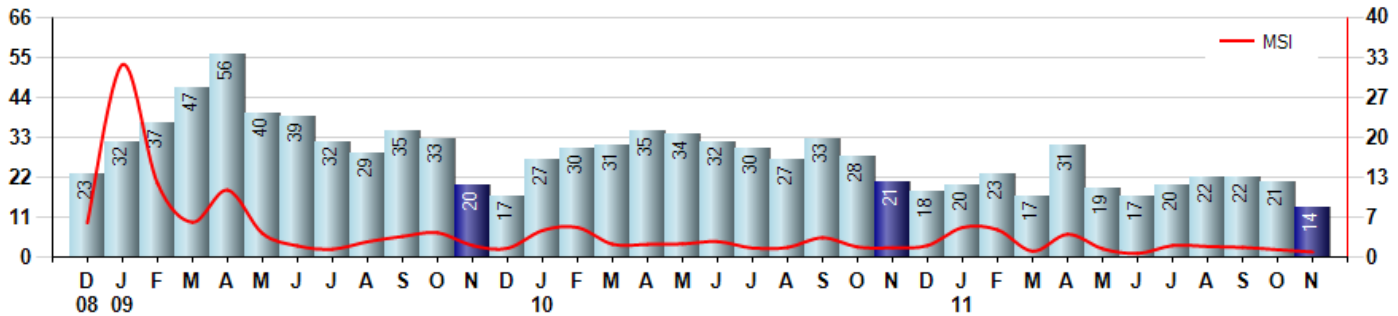
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### Inventory & MSI

The Total Inventory of Properties available for sale as of November was 14, down -33.3% from 21 last month and down -33.3% from 21 in November of last year. November 2011 Inventory was at the lowest level compared to November of 2010 and 2009.

A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The November 2011 MSI of 0.9 months was at its lowest level compared with November of 2010 and 2009.

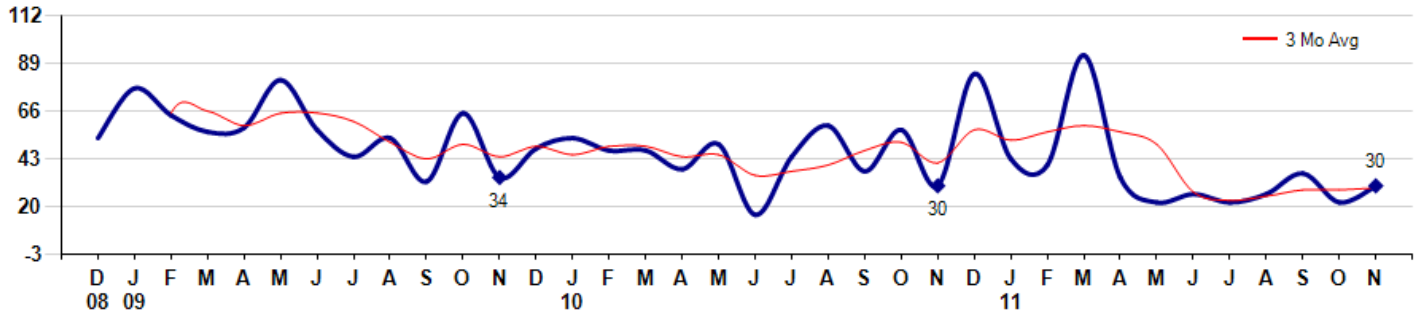
MSI is the # of months needed to sell all of the Inventory at the monthly Sales Pace



### 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 November was 30, up 36.4% from 22 days last month and equal to 30 days in November of last year. The November 2011 DOM was at its lowest level compared with November of 2010 and 2009.

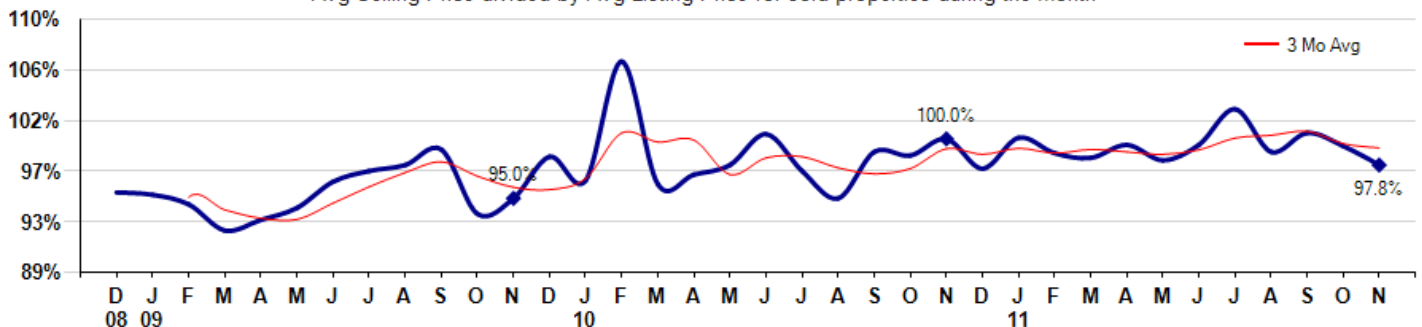
Average Days on Market(Listing to Contract) for properties sold during the month



### 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 November 2011 Selling Price vs Original List Price of 97.8% was down from 99.4% last month and down from 100.0% in November of last year.

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



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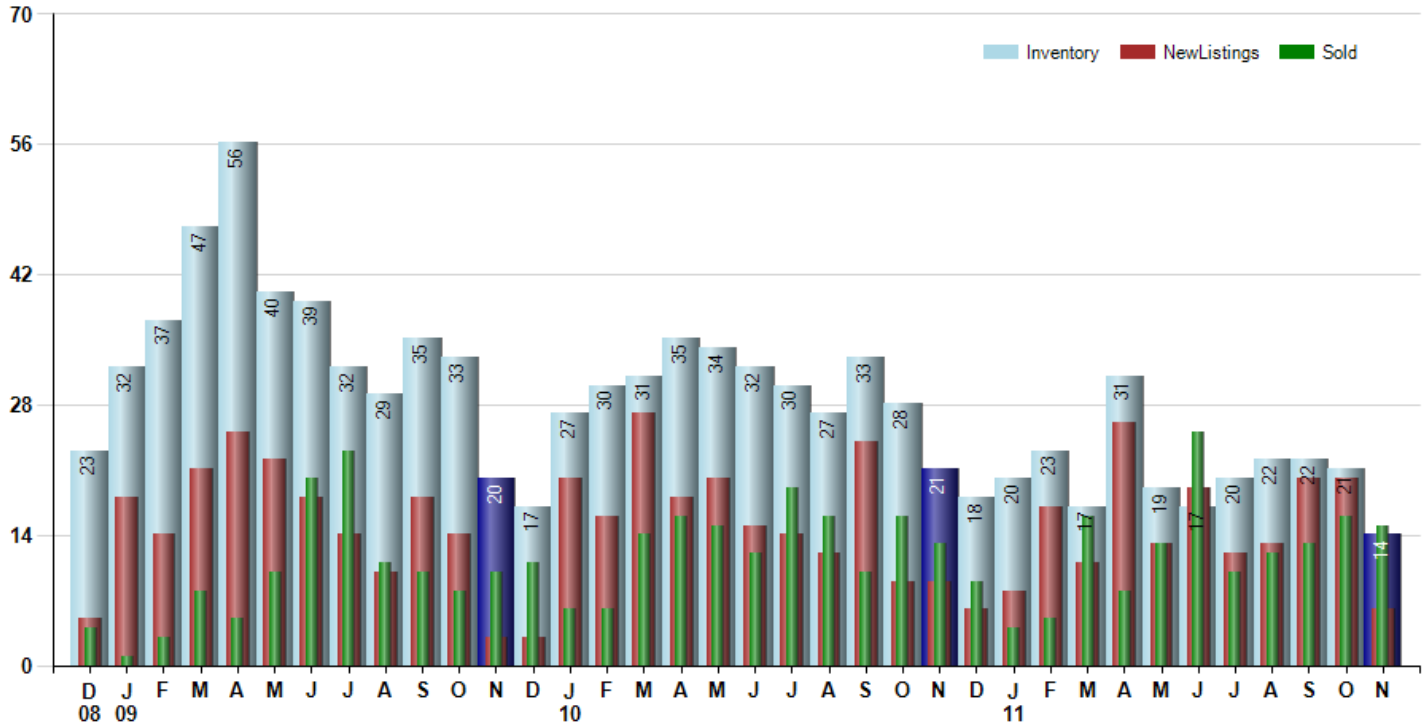
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## Inventory / New Listings / Sales

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 November 2011 was 6, down -70.0% from 20 last month and down -33.3% from 9 in November of last year.



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