



MICROMARKETREPORT

December 2009 | Single Family Homes | Orange County



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WHAT IS A MICRO MARKET

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As the economy and real estate markets continue to change, the nuances between different areas and different neighborhoods are becoming **increasingly magnified**.

One neighborhood may show a **sales increase**, while another neighborhood just blocks away may be experiencing a dramatic drop in sales from the previous year.

While the **media publishes its statistics based on** national, state, and county trends, this distorts the public's perception of what could actually be happening in their own neighborhood. We at Teles Properties have observed that **our local micro markets are often behaving quite differently**.



WHY SHOULD I CARE

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Our observations reveal that:

Neighboring markets may be performing very differently from each other and national averages.

In a tough lending environment, knowing specific market trends in the neighborhood you are considering is crucial for a successful transaction.

What is actually happening in your market is often different from what you might think or feel.

Don't mistake feelings for facts.

Whether you are considering a purchase or sale in the high end of the market or the entry level of the market, having **all of the facts** will help you make an informed decision.



BALBOA PENINSULA

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$10,527,500 |
| Average Selling Price:..... | \$2,631,875 |
| Average List Price:..... | \$2,847,225 |
| Average Sales Price / Average List Price:... | 92.00% |
| Sold Price/Sq.Ft.: | \$840.78 |
| Average Days on Market:..... | 106 |
| Number of Listings Sold:..... | 4 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 1 |
| 31 - 60 Days:..... | | 0 |
| 61 - 90 Days:..... | | 0 |
| 91 - 120 Days:..... | | 1 |
| 121 - 180 Days:..... | | 0 |
| Over 180 Days:..... | | 1 |

DECEMBER 2009

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$17,074,998 |
| Average Selling Price:..... | \$5,691,666 |
| Average List Price:..... | \$5,761,291 |
| Average Sales Price / Average List Price:... | 96.00% |
| Sold Price/Sq.Ft.: | \$1,094.24 |
| Average Days on Market:..... | 102 |
| Number of Listings Sold:..... | 3 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 1 |
| 31 - 60 Days:..... | | 1 |
| 61 - 90 Days:..... | | 0 |
| 91 - 120 Days:..... | | 0 |
| 121 - 180 Days:..... | | 0 |
| Over 180 Days:..... | | 1 |

% CHANGE

| |
|----------|
| +62.19% |
| +116.26% |
| +102.35% |
| +4.35% |
| +30.15% |
| -3.77% |
| -25.00% |

| |
|----------|
| 0.00% |
| +100.00% |
| 0.00% |
| 0.00% |
| 0.00% |
| +200.00% |



CORONA DEL MAR - SPYGLASS

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$21,720,492 |
| Average Selling Price:..... | \$1,810,041 |
| Average List Price:..... | \$1,960,825 |
| Average Sales Price / Average List Price:... | 94.00% |
| Sold Price/Sq.Ft.: | \$716.05 |
| Average Days on Market:..... | 160 |
| Number of Listings Sold:..... | 12 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 0 |
| 31 - 60 Days:..... | | 3 |
| 61 - 90 Days:..... | | 0 |
| 91 - 120 Days:..... | | 1 |
| 121 - 180 Days:..... | | 3 |
| Over 180 Days:..... | | 5 |

DECEMBER 2009

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$24,220,992 |
| Average Selling Price:..... | \$1,513,812 |
| Average List Price:..... | \$1,725,868 |
| Average Sales Price / Average List Price:... | 90.00% |
| Sold Price/Sq.Ft.: | \$606.33 |
| Average Days on Market:..... | 128 |
| Number of Listings Sold:..... | 16 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 4 |
| 31 - 60 Days:..... | | 1 |
| 61 - 90 Days:..... | | 2 |
| 91 - 120 Days:..... | | 1 |
| 121 - 180 Days:..... | | 4 |
| Over 180 Days:..... | | 4 |

% CHANGE

| |
|----------|
| +11.51% |
| -16.37% |
| -11.98% |
| -4.26% |
| -15.32% |
| -20.00% |
| +33.33% |
| |
| +400.00% |
| -66.67% |
| +200.00% |
| 0.00% |
| +33.33% |
| -20.00% |



CRYSTAL COVE

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------|
| Total Sold Dollar Volume:..... | \$0 |
| Average Selling Price:..... | \$0 |
| Average List Price:..... | \$0 |
| Average Sales Price / Average List Price:... | 0.00% |
| Sold Price/Sq.Ft.: | \$0.00 |
| Average Days on Market:..... | 0 |
| Number of Listings Sold:..... | 0 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 0 |
| 31 - 60 Days:..... | | 0 |
| 61 - 90 Days:..... | | 0 |
| 91 - 120 Days:..... | | 0 |
| 121 - 180 Days:..... | | 0 |
| Over 180 Days:..... | | 0 |

DECEMBER 2009

| | |
|----------------------------------------------|-------------|
| Total Sold Dollar Volume:..... | \$3,200,000 |
| Average Selling Price:..... | \$3,200,000 |
| Average List Price:..... | \$3,699,900 |
| Average Sales Price / Average List Price:... | 86.00% |
| Sold Price/Sq.Ft.: | \$834.64 |
| Average Days on Market:..... | 146 |
| Number of Listings Sold:..... | 1 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 0 |
| 31 - 60 Days:..... | | 0 |
| 61 - 90 Days:..... | | 0 |
| 91 - 120 Days:..... | | 0 |
| 121 - 180 Days:..... | | 1 |
| Over 180 Days:..... | | 0 |

% CHANGE

| |
|-----|
| N/A |
| N/A |
| N/A |
| N/A |
| N/A |
| N/A |
| N/A |

| |
|-----|
| N/A |
| N/A |
| N/A |
| N/A |
| N/A |
| N/A |

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.



EAST BLUFF - HARBOR VIEW

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$10,463,000 |
| Average Selling Price:..... | \$1,307,875 |
| Average List Price:..... | \$1,397,862 |
| Average Sales Price / Average List Price:... | 93.00% |
| Sold Price/Sq.Ft.: | \$477.35 |
| Average Days on Market:..... | 76 |
| Number of Listings Sold:..... | 8 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 3 |
| 31 - 60 Days:..... | | 0 |
| 61 - 90 Days:..... | | 2 |
| 91 - 120 Days:..... | | 0 |
| 121 - 180 Days:..... | | 1 |
| Over 180 Days:..... | | 1 |

DECEMBER 2009

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$27,700,882 |
| Average Selling Price:..... | \$1,259,131 |
| Average List Price:..... | \$1,346,904 |
| Average Sales Price / Average List Price:... | 94.00% |
| Sold Price/Sq.Ft.: | \$446.90 |
| Average Days on Market:..... | 132 |
| Number of Listings Sold:..... | 22 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 2 |
| 31 - 60 Days:..... | | 3 |
| 61 - 90 Days:..... | | 3 |
| 91 - 120 Days:..... | | 5 |
| 121 - 180 Days:..... | | 6 |
| Over 180 Days:..... | | 3 |

% CHANGE

| | |
|----------------------------------------------|----------|
| Total Sold Dollar Volume:..... | +164.75% |
| Average Selling Price:..... | -3.73% |
| Average List Price:..... | -3.65% |
| Average Sales Price / Average List Price:... | +1.08% |
| Sold Price/Sq.Ft.: | -6.38% |
| Average Days on Market:..... | +73.68% |
| Number of Listings Sold:..... | +175.00% |

| | |
|----------------------|----------|
| 1 - 30 Days:..... | -33.33% |
| 31 - 60 Days:..... | +300.00% |
| 61 - 90 Days:..... | +50.00% |
| 91 - 120 Days:..... | +500.00% |
| 121 - 180 Days:..... | +500.00% |
| Over 180 Days:..... | +200.00% |



EAST COSTA MESA

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$10,132,384 |
| Average Selling Price:..... | \$633,274 |
| Average List Price:..... | \$651,165 |
| Average Sales Price / Average List Price:... | 98.00% |
| Sold Price/Sq.Ft.: | \$332.72 |
| Average Days on Market:..... | 97 |
| Number of Listings Sold:..... | 16 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 5 |
| 31 - 60 Days:..... | | 1 |
| 61 - 90 Days:..... | | 0 |
| 91 - 120 Days:..... | | 1 |
| 121 - 180 Days:..... | | 8 |
| Over 180 Days:..... | | 1 |

DECEMBER 2009

| | | |
|----------------------------------------------|--------------|--------|
| Total Sold Dollar Volume:..... | \$10,444,545 | +3.08% |
| Average Selling Price:..... | \$614,385 | -2.98% |
| Average List Price:..... | \$636,665 | -2.23% |
| Average Sales Price / Average List Price:... | 97.00% | -1.02% |
| Sold Price/Sq.Ft.: | \$340.64 | +2.38% |
| Average Days on Market:..... | 106 | +9.28% |
| Number of Listings Sold:..... | 17 | +6.25% |

| DOM | Number of Units | No. Of Units | % CHANGE |
|----------------------|-----------------|--------------|----------|
| 1 - 30 Days:..... | | 6 | +20.00% |
| 31 - 60 Days:..... | | 2 | +100.00% |
| 61 - 90 Days:..... | | 3 | +300.00% |
| 91 - 120 Days:..... | | 1 | 0.00% |
| 121 - 180 Days:..... | | 1 | -87.50% |
| Over 180 Days:..... | | 4 | +300.00% |

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.



IRVINE (TURTLE RIDGE, TURTLE ROCK)

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$19,436,494 |
| Average Selling Price:..... | \$1,388,321 |
| Average List Price:..... | \$2,033,057 |
| Average Sales Price / Average List Price:... | 88.00% |
| Sold Price/Sq.Ft.: | \$434.18 |
| Average Days on Market:..... | 81 |
| Number of Listings Sold:..... | 14 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 3 |
| 31 - 60 Days:..... | | 5 |
| 61 - 90 Days:..... | | 2 |
| 91 - 120 Days:..... | | 0 |
| 121 - 180 Days:..... | | 1 |
| Over 180 Days:..... | | 2 |

DECEMBER 2009

| | | |
|----------------------------------------------|--------------|---------|
| Total Sold Dollar Volume:..... | \$27,701,900 | +42.53% |
| Average Selling Price:..... | \$1,385,095 | -0.23% |
| Average List Price:..... | \$1,501,705 | -26.14% |
| Average Sales Price / Average List Price:... | 94.00% | +6.82% |
| Sold Price/Sq.Ft.: | \$446.58 | +2.86% |
| Average Days on Market:..... | 77 | -4.94% |
| Number of Listings Sold:..... | 20 | +42.86% |

| DOM | Number of Units | No. Of Units | % CHANGE |
|----------------------|-----------------|--------------|----------|
| 1 - 30 Days:..... | | 4 | +33.33% |
| 31 - 60 Days:..... | | 8 | +60.00% |
| 61 - 90 Days:..... | | 1 | -50.00% |
| 91 - 120 Days:..... | | 3 | +30.00% |
| 121 - 180 Days:..... | | 3 | +200.00% |
| Over 180 Days:..... | | 1 | -50.00% |



LAGUNA BEACH (ALL AREAS)

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$76,766,156 |
| Average Selling Price:..... | \$2,020,162 |
| Average List Price:..... | \$2,245,815 |
| Average Sales Price / Average List Price:... | 93.00% |
| Sold Price/Sq.Ft.: | \$758.71 |
| Average Days on Market:..... | 196 |
| Number of Listings Sold:..... | 38 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 7 |
| 31 - 60 Days:..... | | 3 |
| 61 - 90 Days:..... | | 7 |
| 91 - 120 Days:..... | | 2 |
| 121 - 180 Days:..... | | 3 |
| Over 180 Days:..... | | 15 |

DECEMBER 2009

| | | |
|----------------------------------------------|--------------|---------|
| Total Sold Dollar Volume:..... | \$23,343,720 | -69.59% |
| Average Selling Price:..... | \$1,373,160 | -32.03% |
| Average List Price:..... | \$1,501,553 | -33.14% |
| Average Sales Price / Average List Price:... | 94.00% | +1.08% |
| Sold Price/Sq.Ft.: | \$549.34 | -27.60% |
| Average Days on Market:..... | 116 | -40.82% |
| Number of Listings Sold:..... | 17 | -55.26% |

| DOM | Number of Units | No. Of Units | % CHANGE |
|----------------------|-----------------|--------------|----------|
| 1 - 30 Days:..... | | 5 | -28.57% |
| 31 - 60 Days:..... | | 1 | -66.67% |
| 61 - 90 Days:..... | | 3 | -57.14% |
| 91 - 120 Days:..... | | 1 | -50.00% |
| 121 - 180 Days:..... | | 3 | 0.00% |
| Over 180 Days:..... | | 4 | -73.33% |



LOWER NEWPORT BAY - BALBOA ISLAND

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|-------------|
| Total Sold Dollar Volume:..... | \$1,740,000 |
| Average Selling Price:..... | \$870,000 |
| Average List Price:..... | \$3,795,000 |
| Average Sales Price / Average List Price:... | 46.00% |
| Sold Price/Sq.Ft.: | N/A |
| Average Days on Market:..... | 222 |
| Number of Listings Sold:..... | 2 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 0 |
| 31 - 60 Days:..... | | 0 |
| 61 - 90 Days:..... | | 1 |
| 91 - 120 Days:..... | | 0 |
| 121 - 180 Days:..... | | 0 |
| Over 180 Days:..... | | 1 |

DECEMBER 2009

| | | |
|----------------------------------------------|-------------|----------|
| Total Sold Dollar Volume:..... | \$6,250,000 | +259.20% |
| Average Selling Price:..... | \$6,250,000 | +618.39% |
| Average List Price:..... | \$7,250,000 | +91.04% |
| Average Sales Price / Average List Price:... | 86.00% | +86.96% |
| Sold Price/Sq.Ft.: | N/A | N/A |
| Average Days on Market:..... | 399 | +79.73% |
| Number of Listings Sold:..... | 1 | -50.00% |

| DOM | Number of Units | No. Of Units | % CHANGE |
|----------------------|-----------------|--------------|----------|
| 1 - 30 Days:..... | | 0 | 0.00% |
| 31 - 60 Days:..... | | 0 | 0.00% |
| 61 - 90 Days:..... | | 0 | -100.00% |
| 91 - 120 Days:..... | | 0 | 0.00% |
| 121 - 180 Days:..... | | 0 | 0.00% |
| Over 180 Days:..... | | 1 | 0.00% |

*information obtained from The MLS. MLS statistics are subject to change due to individual real estate company reporting disciplines.



NEWPORT BEACH (ALL AREAS)

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$36,094,800 |
| Average Selling Price:..... | \$1,289,100 |
| Average List Price:..... | \$1,589,875 |
| Average Sales Price / Average List Price:... | 90.00% |
| Sold Price/Sq.Ft.: | \$509.95 |
| Average Days on Market:..... | 117 |
| Number of Listings Sold:..... | 28 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 6 |
| 31 - 60 Days:..... | | 2 |
| 61 - 90 Days:..... | | 4 |
| 91 - 120 Days:..... | | 2 |
| 121 - 180 Days:..... | | 3 |
| Over 180 Days:..... | | 8 |

DECEMBER 2009

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$84,974,101 |
| Average Selling Price:..... | \$1,440,239 |
| Average List Price:..... | \$1,530,268 |
| Average Sales Price / Average List Price:... | 95.00% |
| Sold Price/Sq.Ft.: | \$462.77 |
| Average Days on Market:..... | 108 |
| Number of Listings Sold:..... | 59 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 14 |
| 31 - 60 Days:..... | | 5 |
| 61 - 90 Days:..... | | 10 |
| 91 - 120 Days:..... | | 8 |
| 121 - 180 Days:..... | | 10 |
| Over 180 Days:..... | | 10 |

% CHANGE

| | |
|--|----------|
| | +135.42% |
| | +11.72% |
| | -3.75% |
| | +5.56% |
| | -9.25% |
| | -7.69% |
| | +110.71% |
| | |
| | +133.33% |
| | +150.00% |
| | +150.00% |
| | +300.00% |
| | +233.33% |
| | +25.00% |



NEWPORT COAST

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$14,864,994 |
| Average Selling Price:..... | \$1,651,666 |
| Average List Price:..... | \$2,891,111 |
| Average Sales Price / Average List Price:... | 73.00% |
| Sold Price/Sq.Ft.: | \$454.55 |
| Average Days on Market:..... | 126 |
| Number of Listings Sold:..... | 9 |

| DOM Number of Units | No. Of Units |
|----------------------|--------------|
| 1 - 30 Days:..... | 1 |
| 31 - 60 Days:..... | 1 |
| 61 - 90 Days:..... | 1 |
| 91 - 120 Days:..... | 1 |
| 121 - 180 Days:..... | 4 |
| Over 180 Days:..... | 1 |

DECEMBER 2009

| | |
|----------------------------------------------|--------------|
| Total Sold Dollar Volume:..... | \$40,201,213 |
| Average Selling Price:..... | \$3,092,401 |
| Average List Price:..... | \$3,619,192 |
| Average Sales Price / Average List Price:... | 92.00% |
| Sold Price/Sq.Ft.: | \$433.91 |
| Average Days on Market:..... | 114 |
| Number of Listings Sold:..... | 13 |

| DOM Number of Units | No. Of Units |
|----------------------|--------------|
| 1 - 30 Days:..... | 3 |
| 31 - 60 Days:..... | 2 |
| 61 - 90 Days:..... | 1 |
| 91 - 120 Days:..... | 1 |
| 121 - 180 Days:..... | 3 |
| Over 180 Days:..... | 2 |

% CHANGE

| |
|----------|
| +170.44% |
| +87.23% |
| +25.18% |
| +26.03% |
| -4.54% |
| -9.52% |
| +44.44% |
| +200.00% |
| +100.00% |
| 0.00% |
| 0.00% |
| -25.00% |
| +100.00% |



NEWPORT HEIGHTS

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|-------------|
| Total Sold Dollar Volume:..... | \$2,278,900 |
| Average Selling Price:..... | \$455,780 |
| Average List Price:..... | \$469,160 |
| Average Sales Price / Average List Price:... | 97.00% |
| Sold Price/Sq.Ft.: | \$357.45 |
| Average Days on Market:..... | 96 |
| Number of Listings Sold:..... | 5 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 1 |
| 31 - 60 Days:..... | | 1 |
| 61 - 90 Days:..... | | 0 |
| 91 - 120 Days:..... | | 1 |
| 121 - 180 Days:..... | | 1 |
| Over 180 Days:..... | | 1 |

DECEMBER 2009

| | | |
|----------------------------------------------|-------------|----------|
| Total Sold Dollar Volume:..... | \$9,159,744 | +301.94% |
| Average Selling Price:..... | \$763,312 | +67.47% |
| Average List Price:..... | \$823,733 | +75.58% |
| Average Sales Price / Average List Price:... | 95.00% | -2.06% |
| Sold Price/Sq.Ft.: | \$368.87 | +3.19% |
| Average Days on Market:..... | 66 | -31.25% |
| Number of Listings Sold:..... | 12 | +140.00% |

| DOM | Number of Units | No. Of Units | % CHANGE |
|----------------------|-----------------|--------------|----------|
| 1 - 30 Days:..... | | 4 | +300.00% |
| 31 - 60 Days:..... | | 0 | -100.00% |
| 61 - 90 Days:..... | | 5 | +500.00% |
| 91 - 120 Days:..... | | 1 | 0.00% |
| 121 - 180 Days:..... | | 0 | -100.00% |
| Over 180 Days:..... | | 1 | 0.00% |



WEST BAY - SANTA ANA HEIGHTS

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|-------------|
| Total Sold Dollar Volume:..... | \$5,025,000 |
| Average Selling Price:..... | \$1,675,000 |
| Average List Price:..... | \$1,842,333 |
| Average Sales Price / Average List Price:... | 91.00% |
| Sold Price/Sq.Ft.: | \$591.42 |
| Average Days on Market:..... | 116 |
| Number of Listings Sold:..... | 3 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 1 |
| 31 - 60 Days:..... | | 1 |
| 61 - 90 Days:..... | | 0 |
| 91 - 120 Days:..... | | 0 |
| 121 - 180 Days:..... | | 0 |
| Over 180 Days:..... | | 1 |

DECEMBER 2009

| | | |
|----------------------------------------------|--------------|----------|
| Total Sold Dollar Volume:..... | \$10,682,991 | +112.60% |
| Average Selling Price:..... | \$971,181 | -42.02% |
| Average List Price:..... | \$988,668 | -46.34% |
| Average Sales Price / Average List Price:... | 98.00% | +7.69% |
| Sold Price/Sq.Ft.: | \$351.95 | -40.49% |
| Average Days on Market:..... | 91 | -21.55% |
| Number of Listings Sold:..... | 11 | +266.67% |

| DOM | Number of Units | No. Of Units | % CHANGE |
|----------------------|-----------------|--------------|----------|
| 1 - 30 Days:..... | | 4 | +300.00% |
| 31 - 60 Days:..... | | 1 | 0.00% |
| 61 - 90 Days:..... | | 0 | 0.00% |
| 91 - 120 Days:..... | | 1 | +100.00% |
| 121 - 180 Days:..... | | 2 | +200.00% |
| Over 180 Days:..... | | 2 | +100.00% |



WEST NEWPORT - LIDO

m i c r o m a r k e t r e p o r t . c o m

DECEMBER 2008

| | |
|----------------------------------------------|-------------|
| Total Sold Dollar Volume:..... | \$6,060,396 |
| Average Selling Price:..... | \$1,010,066 |
| Average List Price:..... | \$1,080,316 |
| Average Sales Price / Average List Price:... | 94.00% |
| Sold Price/Sq.Ft.: | \$589.21 |
| Average Days on Market:..... | 162 |
| Number of Listings Sold:..... | 6 |

| DOM | Number of Units | No. Of Units |
|----------------------|-----------------|--------------|
| 1 - 30 Days:..... | | 0 |
| 31 - 60 Days:..... | | 0 |
| 61 - 90 Days:..... | | 1 |
| 91 - 120 Days:..... | | 0 |
| 121 - 180 Days:..... | | 1 |
| Over 180 Days:..... | | 3 |

DECEMBER 2009

| | | |
|----------------------------------------------|--------------|----------|
| Total Sold Dollar Volume:..... | \$14,105,500 | +132.75% |
| Average Selling Price:..... | \$1,410,550 | +39.65% |
| Average List Price:..... | \$1,535,990 | +42.18% |
| Average Sales Price / Average List Price:... | 94.00% | 0.00% |
| Sold Price/Sq.Ft.: | \$589.13 | -0.01% |
| Average Days on Market:..... | 97 | -40.12% |
| Number of Listings Sold:..... | 10 | +66.67% |

| DOM | Number of Units | No. Of Units | % CHANGE |
|----------------------|-----------------|--------------|----------|
| 1 - 30 Days:..... | | 3 | +300.00% |
| 31 - 60 Days:..... | | 0 | 0.00% |
| 61 - 90 Days:..... | | 2 | +100.00% |
| 91 - 120 Days:..... | | 1 | +100.00% |
| 121 - 180 Days:..... | | 2 | +100.00% |
| Over 180 Days:..... | | 2 | -33.33% |

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Balboa Peninsula Corona del Mar Spyglass
Crystal Cove East Bluff Harbor View East
Costa Mesa Irvine Laguna Beach Newport
Bay Balboa Island Newport Beach Newport
Coast Newport Heights West Bay Santa
Ana Heights West Newport Lido Balboa
Peninsula Corona del Mar Spyglass Crystal
Cove East Bluff Harbor View East Costa
Mesa Irvine Laguna Beach Newport Bay
Balboa Island Newport Beach Newport
Coast Newport Heights West Bay Santa
Ana Heights West Newport Lido Balboa
Peninsula Corona del Mar Spyglass Crystal
Cove East Bluff Harbor View East Costa
Mesa Irvine Laguna Beach Newport Bay
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