

MLS Area: Santa Monica

Agent Name

Title
Phone
Website
Other



Price Range: All | Properties: Single Family

Market Profile & Trends Overview

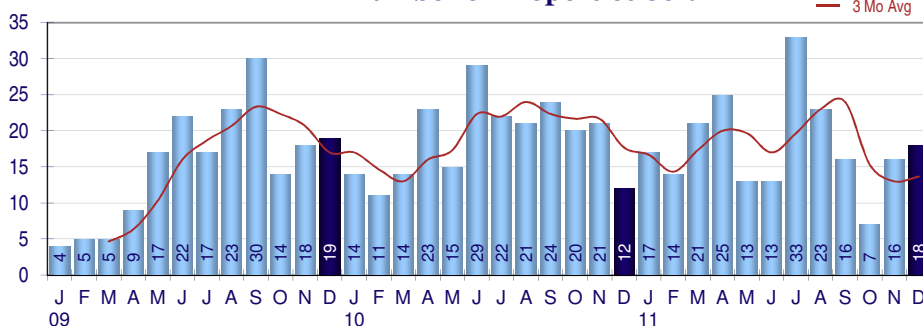
	Month	Trending versus*:				YTD	Trending versus*:	
		LM	L3M	PYM	LY		Prior YTD	Prior Year
Median List Price of all Current Listings	\$1,692,500	-12%		6%				
Average List Price of all Current Listings	\$2,412,257	-4%		5%				
December Median Sales Price	\$1,709,000	1%	1%	-25%	7%	\$1,512,500	-7%	-5%
December Average Sales Price	\$1,873,867	-9%	-3%	-26%	2%	\$1,902,679	3%	4%
Total Properties Currently for Sale (Inventory)	68	-13%		-9%				
December Number of Properties Sold	18	13%		50%		216	-4%	
December Average Days on Market (Solds)	46	-25%	-21%	-31%	-34%	71	3%	1%
Asking Price per Square Foot (based on New Listings)	\$680	-18%	-22%	-14%	-13%	\$811	4%	4%
December Sold Price per Square Foot	\$810	7%	4%	-7%	8%	\$753	-1%	0%
December Month's Supply of Inventory	3.8	-23%	-47%	-40%	-34%	5.5	-4%	-4%
December Sale Price vs List Price Ratio	95.8%	.5%	-1.1%	-2.0%	.7%	96.1%	1.2%	1.0%

* LM=Last Month / L3M=Last 3 Months / PYM=Same Month Prior Year / LY=Last Year (2010) / YTD = Year-to-date | Arrows indicate if Month / YTD values are higher (up), lower (down) or unchanged (flat)

Property Sales

December Property sales were 18, up 50.0% from 12 in December of 2010 and 12.5% higher than the 16 sales last month. December 2011 sales were at a mid level compared to December of 2010 and 2009. December YTD sales of 216 are running 4.4% behind last year's year-to-date sales of 226.

Number of Properties Sold



Prices

The Median Sales Price in December was \$1,709,000, down 24.9% from \$2,275,000 in December of 2010 and up 0.8% from \$1,695,000 last month. The Average Sales Price in December was \$1,873,867, down 26.4% from \$2,544,750 in December of 2010 and down 9.4% from \$2,067,386 last month. December 2011 ASP was at a mid range compared to December of 2010 and 2009.

Median Sales Price and Average Sales Price

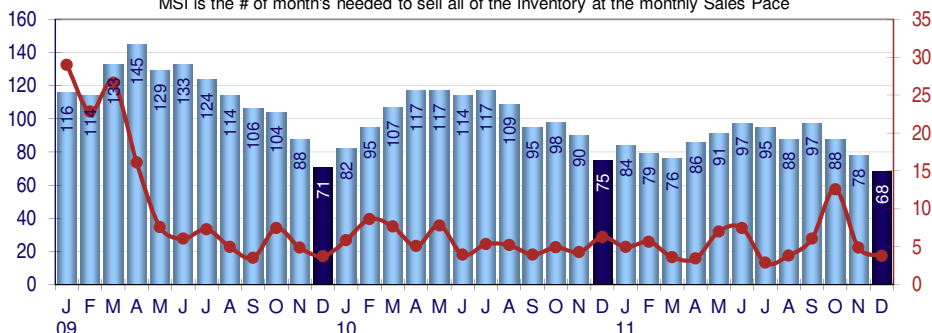


Inventory & MSI

The Total Inventory of Properties available for sale as of December was 68, down 12.8% from 78 last month and down 9.3% from 75 in December of last year. December 2011 Inventory was at its lowest level compared with December of 2010 and 2009.

Total Inventory & Month's Supply of Inventory (MSI)

MSI is the # of month's needed to sell all of the Inventory at the monthly Sales Pace



A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The December 2011 MSI of 3.8 months was at a mid level compared with December of 2010 and 2009.

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Sotheby's

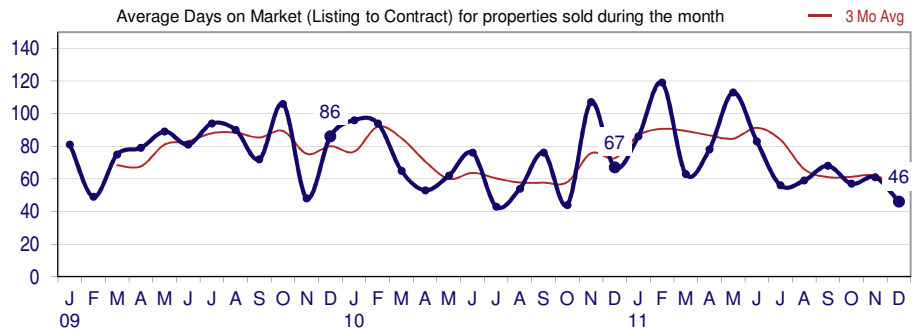
INTERNATIONAL REALTY

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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 December was 46, down 24.6% from 61 days last month and down 31.3% from 67 days in December of last year. The December 2011 DOM was at its lowest level compared with December of 2010 and 2009.

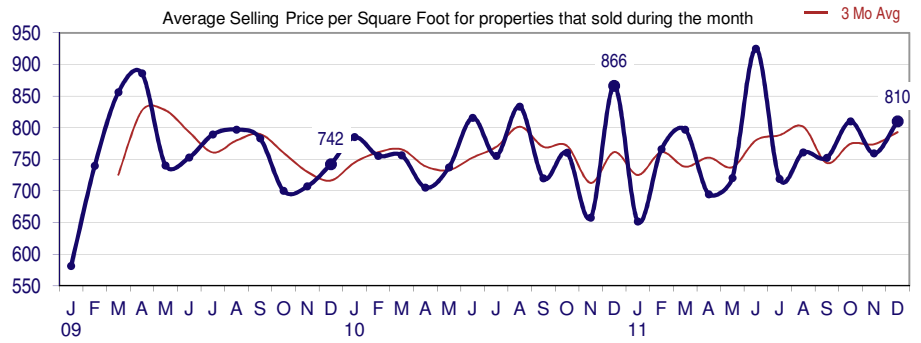
Days On Market for Sold Properties



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 December 2011 Selling Price per Square Foot of \$810 was up 6.7% from \$759 last month and down 6.5% from 866 in December 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 December 2011 Selling Price vs Original List Price of 95.8% was up from 95.3% last month and down from 97.8% in December 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 December 2011 was 13, down 27.8% from 18 last month and down 23.5% from 17 in December of last year.

Inventory / New Listings / Sales

